

September 1990

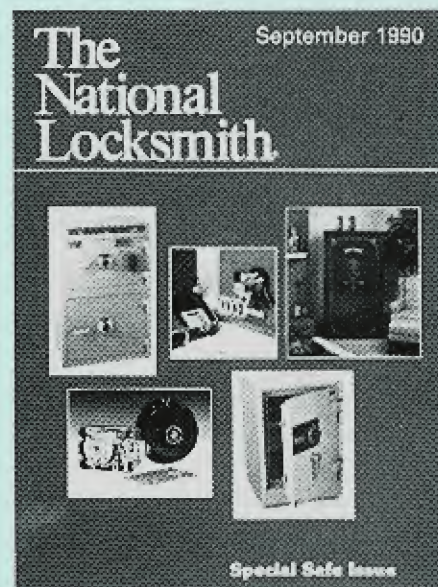
The National Locksmith[®]



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On The Cover

Our September cover features safes and safe products from the following companies: (clockwise from top left—McGunn Safe Co.; Lockmasters; Fort Knox Security Products; Gardall Safe Corp.; Sargent & Greenleaf.

**Click on the article
you wish to read**

Departments

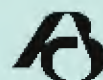
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Commentary

Where Do You Stand?

Licensing of locksmiths by the federal government has been proposed by ALOA. If you follow this column, then you already know that I vehemently oppose this idea. I do not believe that the federal government has anything of value to add to your life as a locksmith. The idea of weeding out convicted felons from our trade may sound appealing. Perhaps it is a problem to have a few bad guys posing as locksmiths. But that problem will pale in comparison to the nightmare of red tape which the government will bring to your doorstep.

In his guest editorial of last month, Jon Payne—Chairman of ALOA's Legislative Affairs Committee—argued persuasively and eloquently in favor of this proposal. I knew he would do so. You see Jon truly cares about the well being of this profession, as does ALOA as an organization and its officers as individuals. These people give far more back to our industry than they take. They deserve to be applauded for their dedication.

That being said, we must still speak out (and even shout when necessary) to help those who love this trade to preserve and protect it. Federal licensing of locksmiths will provide you with a neat permit you can frame. It will also provide you with a fee (i.e., tax) to process your registration. Your privacy will be invaded by an unneeded and perhaps an ill-performed background investigation.

Meanwhile that tiny, tiny minority who call themselves locksmiths as a method of committing crimes against the public will simply operate without a permit. It is you, the legitimate business person, who will cough up the money, the inconvenience and invasion of privacy to comply with the law. After all, it is only the law-abiding who care about the law.

ALOA's idea is one they have conceived with the good of the industry at heart. There is no doubt of that. However, as Jon states in his guest editorial last month, ALOA is a member driven organization. If the membership is against the proposal, ALOA would gladly put it to rest, I suspect.

To that end, we have been conducting an informal election to see how you feel about being investigated and registered with the federal government. The results so far are completely overwhelming. To date, you have voted 462 to 30 against this idea.

I challenge ALOA to survey each and every one of its members on this idea before going any further. Send each member a ballot to allow them to express their opinion. Once any organization leads locksmithing into the grip of the federal government, we will never escape. This issue is so important that only the full industry should be permitted to make this decision.

Our votes carefully counted by *The National Locksmith* suggest that your opinions and mine are very similar. Letters from our readers, both pro and con, are printed on page 92. And by the way, it is easier for you to express an opinion to which ALOA will listen when you are a member rather than a non-member. Let's speak out and put this proposal away.

I have two new books which I want to bring to your attention. The first is *Antique Padlocks* by Jack Roberts. This book contains photos and information on zillions of old padlocks. Locksmiths send us tons of info requests on these locks. The book gives the history, age, value and servicing procedures for antique padlocks. I know it will be popular.

The second new book is the third in the series of safe books from Dave McOmie. This manual is called *Antique Safe Opening* and it has practical applications for all locksmiths who do safe work. Since safes last such a long time, all of the containers in this book are still out there requiring service. This will be an important addition to your reference library if you do safe work.



Marc Goldberg
Editor/Publisher

September 5

Letters

Comments, Suggestions and Criticisms

The National Locksmith is interested in your view. We do reserve the right to edit for clarity and lengths. Please address your comments, praise, or criticism to: Editor, The National Locksmith, 1533 Burgundy Parkway, Streamwood, IL 60107. All letters to the editor must be signed.

Voodoo Mention Disturbs Readers

Dear Marc:

I don't appreciate articles like the one titled "Voodoo Collection Methods" from your July 1990 issue.

Voodoo is serious business, it is Satanism and should always be taken seriously.

Before I renew in October, I need a decent answer from your editor.

Lyle Hansen

Michigan

Editor's Note: Lyle is referring to "Voodoo Collection Methods," a humorous article published in July. I can assure our full readership that The National Locksmith is not real big on Satanism. Anyone getting the wrong idea, please just chalk it up to an attempt at humor.

Supplier Takes Sales From Locksmith

Dear Marc:

It has come to my attention that we

are in direct competition with our locksmith industry suppliers, who are supposed to sell only to locksmiths and others in the security field.

When I went to give a quote for new locks and hardware at the LDS church in my area, I was surprised to learn that my low bid was beaten by one of my own wholesale suppliers.

When I called them, they told me that they saw nothing wrong with bidding against me. I disagreed and canceled my account and will no longer do any business with them. How many of our potential customers are we losing to our suppliers? I wonder how many other locksmiths are in the same predicament across the country? I wonder how many suppliers are in competition against us?

I feel we should not support suppliers who are not supporting our industry: keeping locksmiths in business. There is a difference between wholesale and retail customers. We have different price lists for our retail and wholesale customers. "Locksmiths can give discounts" to their large commercial customers, but we can't compete with our suppliers.

We should not give our customers the option of purchasing a few locks, at a lower price from our suppliers, just barely above our costs. I thought our suppliers are here to help our

industry. Not compete with us or try to drive us out of business.

We have more to sell than just service. We have products too.

John Mussell
Idaho

Tradesman Defines Ethical Work

Dear Marc:

I am writing in response to Rick Sullivan's question regarding ethics. As long as the work requested is not immoral or illegal, ethics does not enter into the picture.

I have been in the locksmith trade for 16 years. I do all types of commercial door and hardware installation and repairs. I also sell and service the U—Change cylinders. We are a full service company that provides a wide range of services from simple rekeying to extensive security systems for industrial complexes.

I believe any service company is in business to give the best service to their customers regardless of what others think. His responsibility is to the customer and the customer wants those type of lock cylinders.

National store chains rely on locksmiths, not handymen, to service any and all locks. I think we work in the customers' best interest if we install and maintain the hardware that has been specified. We are required to inform the customers the



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proper way of maintaining the locks in working order.

This is not an ethics question. Rick Sullivan has been contracted by a well-known lock company to install their hardware in a large chain store.

Andy Gorski
Arizona

Public Learns A Car Entry Lesson

Dear Marc:

On Monday, March 29, a television station in Columbus Ohio aired a news segment about a central Ohio auto recovery company.

They showed in complete detail how to gain entry in a locked car. They showed the use of the wedge in the door glass and what looked to be a locksmith type tool to release the lock. They even used a stop watch to show how quickly entry was gained.

The reporter then gave a close over all view of ignition tools. They proceeded to remove the steering lock called "the club." This was done in 15 seconds. The process was not shown this time.

I have called the station, the Ohio Attorney General's office, the company involved, the state senator for our area, and the tool company. I

feel that this is an insult to all decent, working locksmiths.

We try to protect property, and this was not a newsworthy item. This gave the dishonest people the way to defeat a slide lock and gain fast entry. I also was told the tools shown can be bought at the AAA club. What an insult to us.

Willard Gossett
Ohio

Correction

An article in our July 1990 issue mistakenly mentioned that Preso-Matic locks need to be removed from the door to change combinations. In fact, only the interior plate has to be removed, a very simple procedure.

Tradesman Competes With Non-Professionals

Dear Marc:

I am writing to you about the public's view of locksmiths. I have just started a mobile shop and I am 24 years old. I have been studying locks since I was 17.

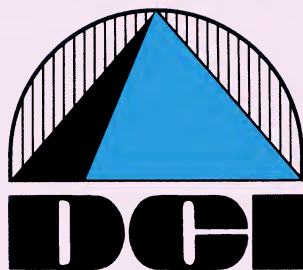
First, I do not understand the attitudes of my fellow locksmiths. Why don't associations get a collection of money to put TV spots on? Or use the radio for advertisement? You don't have to advertise for one particular shop, just ask if the public "Is in need of extra keys, a deadbolt installed, locked out of a car or home. Then call your local locksmith since they have the skills you need." This is a way we get into the public's eye and everybody benefits.

I have also noticed recently that locksmiths have a tendency to come on as a superbeing and treat customers poorly. I was not always a locksmith and I have experienced this first hand.

I feel that the locksmith industry does not promote itself properly. I have missed the deadline of the last phone book and do not have an ad. I have been selling my services to everyone from big businesses to one key customer. I want all the business I can get so I am open seven days a week, 24 hours a day and I do not charge an extra fee for after 5 p.m. work or Sunday work.

I charge \$30 to open cars and will drive to a business to cut five or more keys at no service charge or trip

Continued on page 104



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Enter the 1990 Technitips Contest

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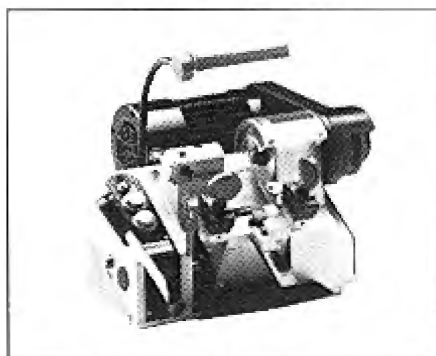
HPC Laserpoint



First Prize

This is HPC's ultimate key duplicator for high security keys, BMW, Mercedes, DOM, Kaba, Volvo and others. Laserpoint is heavy duty lever operated, and has easy adjustable cutters and tracers.

Silca Bravo USA



Second Prize

Locksmith designed, the Silca Bravo USA is a quality semi-automatic duplicator. Four-way jaws hold even the smallest keys as this. One of the most accurate key machines on the market.

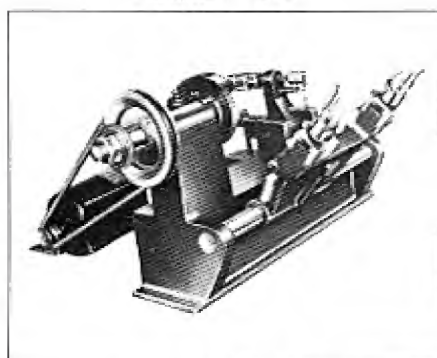
ESP 660



Third Prize

The model 660 key machine can be used for manual cutting or, with the flip of a switch, it will cut keys automatically. It is designed to accomodate large head keys such as hotel and foreign auto blanks.

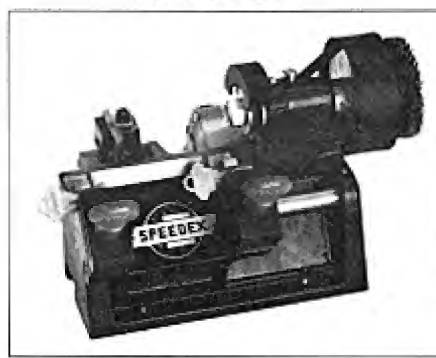
Belsaw 200



Fourth Prize

Duplicate, cut by code, cut flat steel keys. Complete machine with motor, three cutters, guides, and instructions. Built-in micrometer.

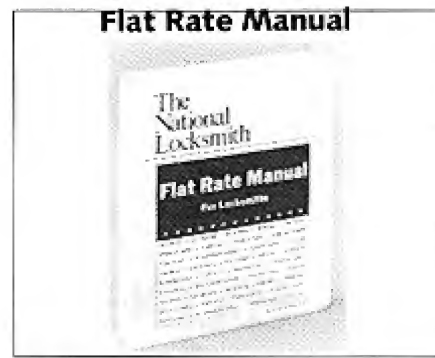
HPC 9120



Fifth Prize

HPC's newest and most compact key cutting machine features reversible jaws. Double-sided copy dog cuts flat steel and safety deposit keys and has softy brush. Excellent versatile machine.

**\$100 Cash PLUS
Flat Rate Manual**

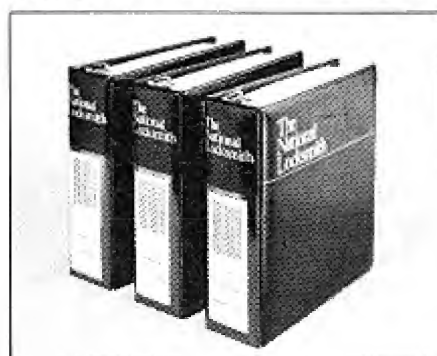


Sixth Prize

\$100.00 in cash will brighten your day! So will the *Flat Rate Manual for Locksmiths*. The manual will help you price your services for profit. You won't have to guess how to price ever again.

***** Code Books From *The National Locksmith*

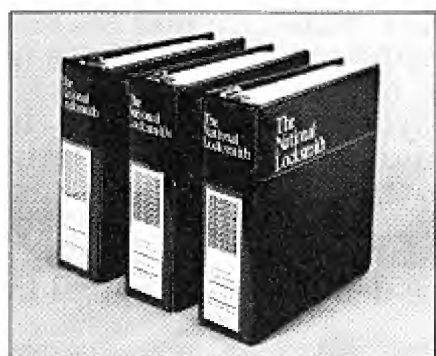
General Code Book Set (NGCB)



Seventh Prize

These three books contain 450,000 codes covering domestic lock and automobile codes.

Padlock Code Book Set (NPCB)



Eighth Prize

These three volumes offer 462,000 covering Dudley, American (Junkunc), Master and Yale.

Foreign Code Book Set (NFCB)



Ninth Prize

This two volume set holds 432,000 codes for the complete variety of foreign codes, from Alpha Romeo to Yugo.

Technitips

Helpful Hints from Fellow Locksmiths



Send me your Technitips. Who knows, you may be our next winner! c/o The National Locksmith, 1533 Burgundy Parkway, Streamwood, IL 60107.

by Robert Sieveking

Congratulations to all those that find their Technitips printed this month. Your Tips show originality and that 'can-do' spirit that got the job done. Thank you for sharing your experiences with the trade. The high quality of your efforts is evident in your letters.

It may not be evident to all the locksmiths in the industry, but only by delivering quality service to your customers, do you guarantee your job and your continued opportunity to do business. This idea that 'quality service sells,' is not always evident in the way some of us are doing business. Would you do business with you? Locksmiths, locksmith associations, wholesalers and even a few manufacturers, need to look at how their customers are being kicked around. Locksmith correspondence schools are certifying quality

locksmiths every day. Somewhere a diploma is being hung in a new shop, or the back of a garage or basement shop, and a new locksmith is entering the business. He didn't ask your permission, or join your club or association. He exercised his right to make a reasonable living in a free country. Many like to believe that if you don't do business with them, you won't do business. The law of the free market doesn't read that way. If you

don't deliver quality, you'll soon be out of business. The basic need of every company is to make a profit, but there is no free ride. If your customer does not receive his money's worth, or at least believe he got fair value, he'll find another locksmith the next time he needs service.

We should all be thankful for the freedom that allowed us to enter this trade. Anyone that presumes to limit or regulate another person's 'right' to

Win a VATS Decoder From All-Lock!

Each month, All-Lock will award one of their A-7000 VATS Decoders to the best automotive Technitip submitted this month. If you would like a chance to win a free decoder from All-Lock, simply submit your automotive tip exclusively to *The National Locksmith*. Tips submitted to other publications cannot be considered.

All-Lock's A-7000 makes it easy to diagnose system failures, service the column and select the correct key blank. This sophisticated tool is easy to use and is completely portable. Long wire leads are easy to use in cramped automotive situations.

Submit your tip, and win today!



How To Enter

All you need to do to enter is submit a tip, covering any aspect of locksmithing to *The National Locksmith*. Certainly, you have a favorite way of doing things that you'd like to share with other locksmiths. Why not write it down and submit it to: Robert Sieveking, Technitips' Editor, *The National Locksmith*, 1533 Burgundy Parkway, Streamwood, IL 60107.

Tips submitted to other industry publications will not be eligible! So get busy and send in your tips today! You may win cash, merchandise, or even one of many key machines or code book sets! At the end of the year, we choose the winners of the listed prizes.

Last year dozens of people walked off with money and prizes. Wouldn't you like to be one of the prize winners for 1990? Enter today! It's a lot easier than you think!

Every Tip Wins 'Locksmith Bucks!'

Yes, every tip published wins a prize. But remember, you must submit your tip to *The National Locksmith* exclusively. Each and every tip published in Technitips wins you \$25.00 in Locksmith Bucks! Use this spendable cash toward the purchase of any books or merchandise from *The National Locksmith*. You also receive a Bonded Locksmith bumper sticker, decal and patch. Plus you are now eligible for the really big prizes!

Best Tip of the month prizes!

If your tip is chosen as the best tip of the month, you will win \$50.00 in cash as well as \$35.00 in Locksmith Bucks! Plus you will receive a quartz Locksmith watch, a Bonded Locksmith bumper sticker, decal, patch and a Locksmith Cap. Plus, you may win one of the annual prizes.

carry on business is fooling with my freedom to carry on an honest business. Competition is the natural order of things. It prunes the 'dead wood' and improves the quality of service. I believe this opportunity and freedom should not be lost of the next generation because of federal or state 'regulation.' Free competition will weed out and eliminate those companies and locksmiths that are not delivering quality service at competitive prices. If you need freedom from competition, you need to find another line of work. Equal opportunity is the watch word, but free competition is the natural law.

Get those Technitips in the mail, the year of 1990 is coming to a close. Only three more months to get that winning Tip into print. Compete to win.

September's Best Tip

This Technitip concerns reloading the "Almont" rekeyable padlock if you don't have the correct top pin loading tool. The process is relatively simple and requires only the correct wire "upper pin retainer" and a blank

key. (The blank key is cut away at the tip, per the lock instructions, so that it can be used to remove the plug.)

1) If the top pins and springs have been released, begin by replacing the springs into the padlock body. After the springs are installed, it is an easy task to install the wire "upper pin retainer," compressing the springs and retaining them in the lock body.

2) Insert the blank key into the plug, and pin the plug to the "zero (no cut) depth."

3) Remove the key and select a "top pin" that will bring the pin stack level with the plug. Install the selected "top pins" into the plug.

4) At this point, the plug can be inserted into the lock body and the wire tool removed.

5) Rotate the plug to the key pull position, with the tip of the blank key.

6) Insert the blank key into the lock, to eject the top pins from the plug into the lock body, and rotate the plug back to the plug removal position.

7) Install the wire "upper pin

retainer."

The plug can then be removed, leaving the top pins and springs captive in the lock body. Combine the plug to the new key and complete the job by reinstalling the plug into the lock body.

I hope this method helps a brother locksmith, that finds himself without the proper upper pin reloading tool, and needs to reload the top pins of an Almont padlock.

Bill Krase
California

Automotive Tip of the Month

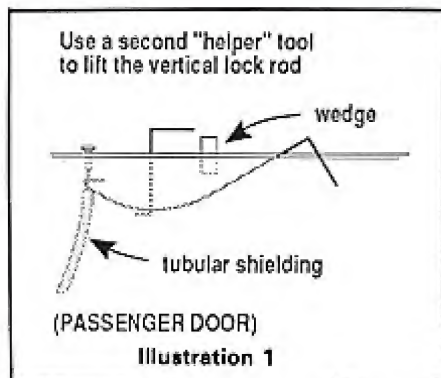
This tip is the winner of the All-Lock A-7000 VATS Decoder. All-Lock will award a decoder to the best automotive tip each month of the year.

This Technitip is a method of opening some of the new Toyotas with the vertical lock button at the rear of the door. The lock linkage on these autos is protected by a heavy rubber tubular shield. The shield however



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does not extend all the way to the top of the lock button rod. There is an exposed portion of the rod at the very top, just under the inside panel.

My tip is to hook the button rod, above the shield with a "J" tool, as you see in illustration one. Then, using a second tool, lift the "J" tool to unlock the door. The "helper" tool is necessary to lift the lock button because of the extreme angle of the "J." I've had very good results with this particular method.

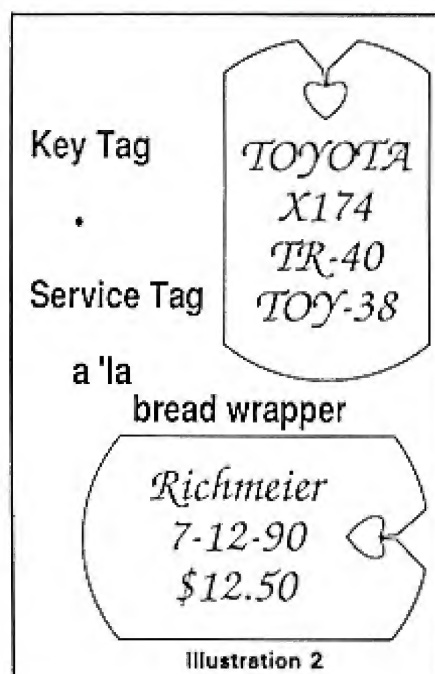
Clarence Martin
Georgia

I've always believed that the simple things, those ideas and concepts that

are the least complicated, will give us the best service over the long run.

Last night I couldn't sleep, so I headed for the shop to do a little keying. I was determined to find something unique, that I use or do, that could be used as a Technitip in your column. It dawned on me, as I was reading the *Technitips* column in the July 1990 issue of *The National Locksmith*. I read about a tip which I had been using for years without thinking it was particularly innovative. When I came across it in *Technitips*, I realized that it wasn't particularly obvious either. Before long, I settled on one of the item applications which I have used for many years, but had given little thought to before. That's when I sat down to write this tip. It's as simple as the safety pin, and just as useful around the shop. I know you've seen them a thousand times without giving them a second thought.

It's a simple bread wrapper tie or plastic bag seal, like you see in illustration two. It serves as a key hook label, when used with permanent ink felt tip pen. Use it as a low limit marker, with the key ordering information lettered on the tag. Use it



as a customer job ID tag, if you bag incoming locks for later service. The clip will easily lock onto a single key or a key ring, to identify and label the keys of a master system as they are cut, or cylinders as they are keyed.

Let your imagination run free! There are hundreds of uses for these tags around the shop.



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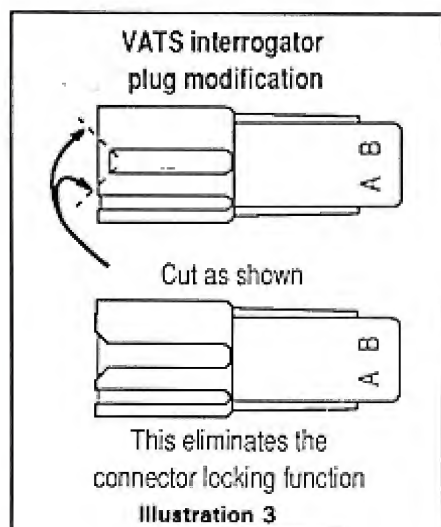
[Click here for more information](#)

Availability? I get them by the gross from the local grocery wholesaler, as the saying goes, "for a song." Good luck.

John J. Richmeier
Maryland

Here's a Tip for the users of the new VATS electronic interrogator/decoder machines.

To make connecting and disconnecting the interrogator easier, it is a simple matter to modify the plastic two conductor plug to eliminate the locking function. The

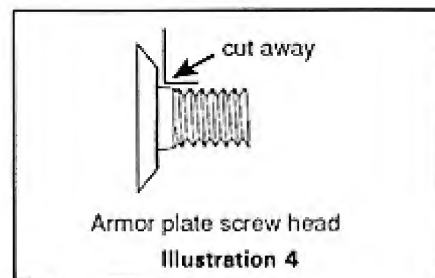


connector shown in illustration three has been cut to prevent the female plug from latching as it is plugged into the interrogator. The friction of the electrical connections is sufficient to hold the connectors securely during the test procedure. After the proper resistance has been determined, the plug can easily be separated, without fighting the latch. Modify the connectors on your interrogator only. Do not modify the wiring connectors of the auto.

Pete Pallatta
New Jersey

Editor's Note: If you are using a Kent Moore interrogator, this modification will already have been made.

Here's a little Technitip for those who are having a problem finding those special flathead screws that are used to attach the scalp plates to mortise locks and Adams Rite-type locks. The screws are of a special flat head variety, known as armor plate screws. The underside of the flat-head is cut away, as you see in illustration four. This allows the screw to tighten down on a thin scalp plate, without leaving the crew head above



the level of the plate. A standard flat head screw is a poor substitute for the armor plate screw.

The ideal source for these screws is the left-over strike plate screws that are used on Schlage locksets. The dual purpose screws have an 8-32 machine screw thread and are pointed for use as a wood screw. I carry a small gauge wire stripper on the truck, that has holes for cutting machine screws. By cutting the pointed wood screw tip off, you will have a perfect replacement for the 8-32 Adams Rite scalp screws. Many mortise locksets with removable brass scalp plates use the same size screws. Use the brass or brushed chrome finish to match with almost any application.

Bill O'Dwyer
Connecticut

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My Technitip concerns some newer autos with very tight weather stripping around the glass. I have had a time getting the wedge started under the rubber. By using a wide blade putty knife to separate the rubber from the glass, the wedge can be easily inserted behind the knife blade. Remove the putty knife after the wedge has been inserted. By wrapping a piece of toweling around the end of the putty knife, it can be used to clean the glass below the weather stripping. This makes finding the linkage with the flex light a lot easier.

Donald Gregor
California

Here's a Technitip that comes in handy when trying to remove a broken key from a Toyota ignition lock. If the tip of the key is broken off and cannot be pulled from the front of the lock, try removing the lock cylinder from the column using the remaining portion of the key. Turn the plug to the accessory position in most cases, and depress the retaining pin. This will allow the cylinder to slide out.

After the cylinder has been removed, turn the key back to the off position and drill a 1/16" hole from the

back of the lock plug, in line with the keyway. Leave the top portion of the key in the keyway. If the hole in the rear of the lock plug has been drilled accurately, you will be able to push the tip of the key up and out of the keyway with a stiff piece of wire. The top portion of the key serves to hold the wafers up, preventing them from blocking the removal of the broken piece.

This method may seem complicated, but it allows the broken key to be removed without disassembling the lock cylinder. You will find that the newer Toyota ignitions (also Chevy Nova) are riveted together, which prevents them from being disassembled or serviced.

T. Bradshaw
Connecticut

I was recently called to rekey a number of new "Kawneer" locks, on a local store. The Adams Rite locks came with Kawneer cylinders made to fit the Yale (Y-1) keyway. I was very surprised the plugs were not drilled deep enough to accept longer than a number five depth pin. If you try to pin the lock to deeper than a number five depth, the pins will not rest on the key blade at the deeper cuts. This problem

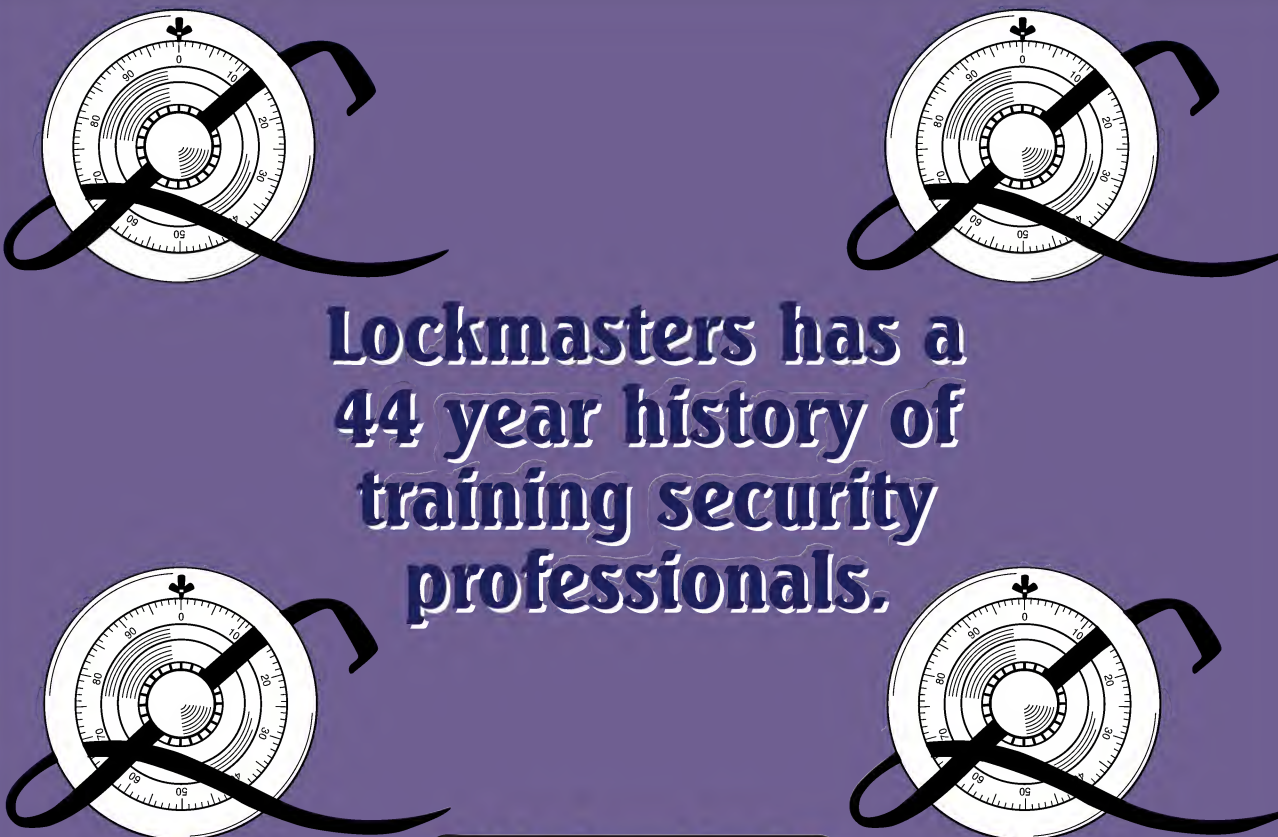
can be confusing if you come upon it unaware. Watch out for these inexpensive die cast cylinders.

Steve Elderkin
New York

When removing and reinstalling doors, either to refasten the hinges or simply reinstall the hinge pins, the first screw or pin is always the hardest, due to the monumental amount of effort required to hold the door in place and raise it off the floor. This Technitip will



Continued on page 104



Lockmasters has a 44 year history of training security professionals.

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Newsmakers

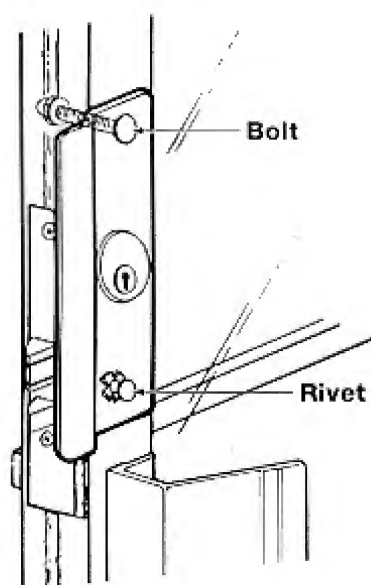
New Products and Industry News

Don-Jo's Protector For Aluminum Doors

The LP-307 from Don-Jo Mfg. is designed to protect aluminum door locks against small tool attack and does not interfere with the pull-handle on out-swinging doors.

The LP-307, made of durable cold-rolled steel, is compact at 7" length and available in both duro (dark brown) and silver (aluminum) finish.

Installation of the LP-307 is quick and secure by using the combination of a carriage-bolt and a unique drive-in rivet fastening system.



Circle 291 on Rapid Reply

Safety Tech. Acquires KTE's Product Line

Safety Technology International announces the acquisition of patent rights and assets of KTE Company.

The key product in the acquisition is the patented entry alert door knob alarm which does not require any installation.



Also included in the transaction is rights to a personal security device that can be carried by shoppers or joggers and a security alarm that can be mounted on the door of a home, apartment or mobile home.

Circle 292 on Rapid Reply

Harrison Electronics Special Pinswitch

The 7850 VFM, vertical flange mount pinswitch from Harrison Electronics is engineered for use in special automotive and security applications including trucks, utility vehicles, step-vans, RVs, enclosed trailers, interior and exterior storage compartments, tool boxes, and where under-hood space is limited.

The 7850's design helps solve the most difficult automotive, sport and utility alarm installation problems.

It is manufactured to the same exacting standards found in Harrison's line of patented pinswitches, and features a segmented polycarbonate rust-proof shaft with smooth-as-glass action. The shaft can be easily custom cut to fit gaps as small as 1/8".



Circle 293 on Rapid Reply

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Bell Detection Mirrors/ Safety Detection Mirrors

Safety detection mirrors with all steel backing frames from Bell Detection Mirrors protect industrial establishments, public buildings, schools, hospitals and retail operations where accidents, security and pilferage problems exist.

The detection mirrors are available in round and rectangular glass, metal and plexiglass and they can be used indoors or outdoors. All models have heavy-duty, all-steel swivel assembly



and installation hardware.

Bell acrylic mira-domes are also available for safety, security, surveillance and traffic control purposes and provide panoramic views ranging from 90, 180 and 360 degrees in five sizes.

Circle 294 on Rapid Reply

U.S. Lock Opens N.Y.C. Service Center

U.S. Lock announces the opening of its first locksmith service center in Long Island City, Queens.

The new 10,000 square foot facility stocks a wide variety of security items popular with the New York City market including Medeco, Segal and U.S. Lock brand products.

The purpose of the service center is to provide a convenient pick-up point for city area locksmiths. Locksmiths can order via the U.S. Lock toll free number and pick-up their order in Long Island City or stop in and order over the counter for same day service. U.S. Lock plans to open several service centers in metropolitan cities throughout the East Coast.

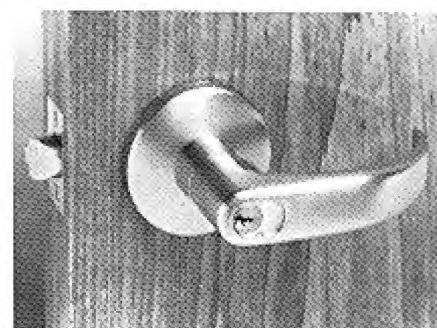
Circle 295 on Rapid Reply

Yale Adds To Lockset Series

Yale adds two new lever designs to its 5400L series of heavy-duty cylindrical key-in-lever locksets.

The new Pebble Beach and Monroe designs, similar to the Augusta design, are available in a full range of functions and in brass, bronze and chrome plate finishes, and are designed for commercial, industrial and institutional use.

The product features of the 5400L include a latchbolt projection of 1/4", a standard 6-pin cylinder, with 7-pin and high-security cylinders, and separate auxiliary springs for each lever to prevent sagging.



Circle 296 on Rapid Reply

NATIONAL

AUTO LOCK SERVICE, INC.

National Auto Lock Service, Inc. offers a wide range of equipment and services for the Automotive Locksmith. From tools and hard to find key blanks to transponder programming, we can take the mystery out of car service. We accept credit card orders, and can ship COD. Contact us for the latest in automotive technology.

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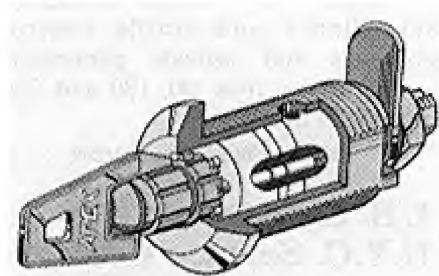
Fort Lock's Apex® Locks

Fort Lock returns high security to the round key lock with their Apex® locks, incorporating two movable brake plates and 14 driver pins, which create multiple false shearlines.

Attempts to pick the Apex lock cylinder will be defeated because the locking cylinder will not surrender any decoding information and Apex locks can be keyed into any existing round key cylinders.

A special hardening process

increases drill resistance, durability and resistance to corrosion.



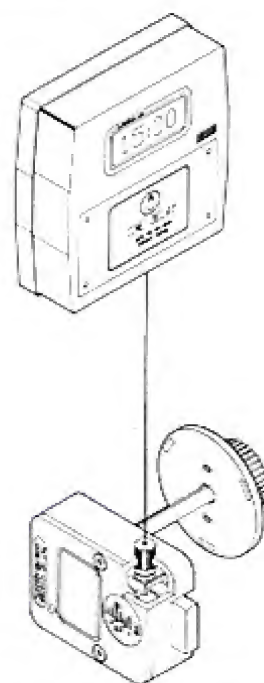
Circle 300 on Rapid Reply

La Gard's Electronic Time Delay Lock

La Gard announces its electronic time delay combination lock approved by U.L.

The solenoid controlled combination lock is Group II listed under U.L. 768, the electronics under U.L. 887, and consists of an outer display unit with battery compartment housing two standard 9 volt batteries. The electronics are located in the combination lock, preventing unauthorized access by "hot wiring" the unit.

The system is adjustable with a delay time from 1-99 minutes, open time from one thru nine minutes, and can be set to count up or down. All adjustments are by means of dip switches and the electronic brain of the unit is a massive gate array chip developed by La Gard and produced by Motorola.



Circle 238 on Rapid Reply

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Security Safe Forms Safelink Supply Division

Security Safe has formed a wholesale division called Safelink Supply, which will warehouse and deliver safes and fire safes to wholesale customers throughout New York state.

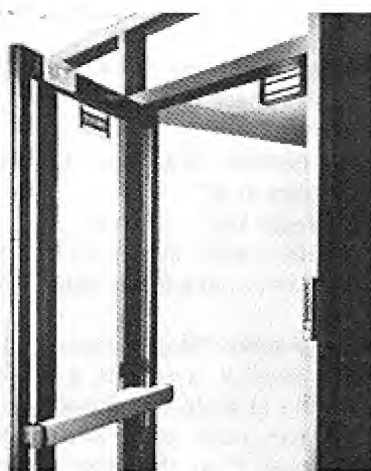
Safelink is making a major commitment to market and distribute the Melink line of safes and equipment. Safelink will also carry other name brand safes to provide a complete product line for customers.

Circle 237 on Rapid Reply

Securitron's New Egress Systems

Securitron announces a new family of UL listed locking systems which incorporates free and immediate egress and allows modular selection of components to suit physical and electronic requirements of differing installations.

Under the system designation of XP-1, selection can be of any model 62 series Magnalock, any model TSB series touch sense bar electronic exit device and any model BPS series power supply. This configuration is



intended for non-fire rated doors, such as aluminum frame glass.

For fire-rated doors, the system designation of XP-1F allows selection of a 62 series Magnalock, a BPS series power supply and an Adams Rite fire rated, switch equipped panic bar.

The XP systems are ideal for integration with card reader entry where immediate free egress is desired. Using the exit bar immediately releases the Magnalock and signals "request to exit" to the access control system.

Circle 239 on Rapid Reply

Schlage Lock's New Maintenance Kit

A new maintenance kit for the "L" series mortise heavy-duty lock is available from Schlage Lock Company.

The 40-054 kit contains an assortment of over 60 different parts in addition to tools that service all Schlage "L" series mortise locks.

The convenient carry-case maintenance kit (40-054) and a service manual make servicing the "L" series mortise lock function trouble-free.

Circle 240 on Rapid Reply

Telkee Publishes New Systems Catalog

Telkee Incorporated issued its 16-page 1990 catalog containing the complete line of Telkee key control systems.

Catalog TK-90 contains 40 individual product photographs, giving complete descriptions for more than 100 different key control systems, and includes dimensions, shipping weights, supplied accessories and color selection.



Circle 241 on Rapid Reply



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How To Sell Safes

"Asking a few simple questions will help you assess the needs of your customers. Your client can help you determine what his own needs are."

by Ed McGunn

It is very important to understand your potential customers' risks when assisting them in the selection of a safe. A few simple questions may uncover risks they don't even know they have.

The following questions should be asked by the dealer when a customer inquires about their safe needs.

What valuables do they want to protect? From whom do they need to protect them? Where are these valuables kept? When are these valuables kept there? What is their value? What will it mean to them if the valuables are stolen or ruined?

It could happen like this with a private party:

Prospect: "I am looking for a wall

safe."

Salesperson: "A wall safe is adequate for some documents and a small amount of cash, say less than a thousand dollars. Will this be enough?"

Prospect: "No, I need more than that, why isn't a wall safe enough?"

Salesperson: "Because drywall is pretty weak and a burglar can just break it out of the wall. Floor safes can be anchored."

"Do any of your valuables have sentimental value? Yes, I see. How would you feel if they were lost? Possibly a higher security safe would let you sleep better at night or go on trips with less concern. The typical vandal only has a prybar, hammer

and large screwdriver. This safe will resist that type of attack easily. Where were you thinking of putting the safe?"

Prospect: "Maybe in the basement crawl space where a burglar won't find it."

Salesperson: "Will you be putting jewelry in it?"

Prospect: Yes, my wife has some family pieces she wears on special occasions which are invaluable to us."

Salesperson: "Most people find that for jewelry, a safe in a bathroom vanity or bedroom closet anchored to the floor is a better choice because then they use it. I could install this model next week. Would



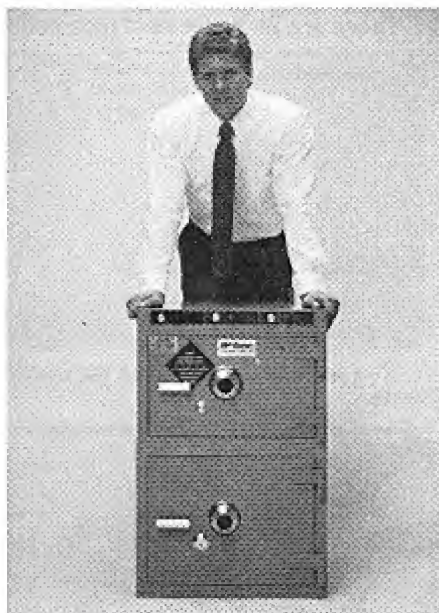
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Tuesday be convenient for you?
Good. Then will you be using a credit card or check?"

The salesperson needs to determine whether the safe is for home or business use. For home use, the risk involved is usually a burglary threat. Generally the burglars are amateurs and a medium or low security safe is fine.

If the valuables are more than a few thousand dollars, have sentimental value, or are uninsured, a high security safe may be in order. High security safes have thick composite walls, relocker devices, manipulation resistance combination locks, very secure jams and hinge strikes, and are also solidly anchored to a sturdy surface.



Salesperson: "Do you take in much cash during the day?"

Prospect: "Sometimes two to four thousand dollars."

Salesperson: "Are you open at night?"

Prospect: "Every night until midnight."

Salesperson: "There is a robbery every minute in this country. Businesses with risks such as yours, usually get a drop slot safe and place it under the cash register. They then instruct the cashiers to skim the till, drop the cash into the safe, while keeping a minimum in the register."

"Have you read or heard of any armed robberies in that area? Any at stores similar to your store?"

Prospect: "Yes."

Salesperson: "Tell me, are you ever in a store when a robbery could occur?"

Prospect: "Of course."

Salesperson: "Then you will want a

time delay feature. Robbers don't like to hang around since the longer the robber takes, the greater their chance for detection. A 15 minute time delay will defeat them. You would want to discourage a robber if possible, wouldn't you?"

Prospect: "Yes."

Salesperson: "A time delay makes a robber look elsewhere when he's planning his crime. Even if you or an employee are in the store and the robber can get you to open the combination, the time delay will make it unwise for a robber to wait for the safe to open. Based on what you told me, a time cash drop slot safe with a combination lock and time delay is appropriate. We could have this model installed by Thursday, will that be soon enough for you?"

"By the way, how much employee theft are you experiencing?"

Prospect: "I am sure I do have employee theft, but I don't know how much."

Salesperson: "Did you know that published figures estimate it almost equal to convenient store industry profits."

Prospect: "Really?"

Salesperson: "Which means to you that by cutting your employee theft in half, you could increase your profits 50 percent. What would a 50 percent increase in profits mean to you?"

Prospect: "I sure could use that money. What do I do?"

Salesperson: "You need a good cash control system to go with your drop safe. By keeping till cash low you eliminate some temptation. By identifying drops by cashier, you get more responsibility and an audit trail."

"These drawers have double baffles to deter fishing back money already dropped in. A changeable combination that you alter periodically will keep the combination out of the wrong hands, including ex-managers. Do you have a manager?"

Prospect: "Yes."

Salesperson: "We certainly should add these features to your safe we're installing Thursday. Good. Then will you be paying in full today or leaving a deposit? Thank you for your order. We will be out Thursday to get you protected."

Occasionally, a locksmith is installing locks in a business, when this

Continued on page 105

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Installing Floor Safes

"I try to adhere to the philosophies of KISS and DRIFT. That is Keep It Simple And Stupid, and Do It Right The First Time." It doesn't always work."



by Dale Libby

As with most ideas and actions, I adhere to two important mottos in my safe and locksmith work, "KISS" and "DRIFT." KISS stands for Keep It Simple and Stupid. DRIFT is an acronym for Do It Right the First Time. If we could all keep these two principles in mind, a lot of agony would be avoided, along with expensive learning experiences for both the customers and ourselves.

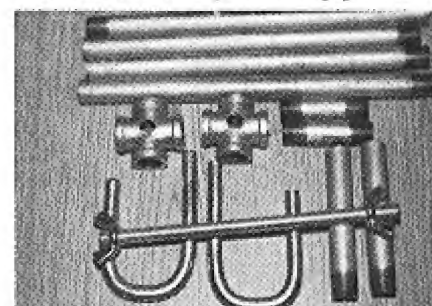
Ben Marshall and Larry Kiepke have invented an easy device for installing, moving, and leveling floor safes. While I originally intended for this article to be a single article, I can see this will take more than one article to accomplish.

This first article will introduce the leveler itself, while additional articles will discuss the removal of a floor safe which is to be installed into the new location. The last article will cover the actual installation of the safe. Since the time factor involved with the various contractors and construction delays is undetermined, I have no clear time reference in sight.

The L&B In-Floor Safe Leveler and Installation Tool package consists of

several parts. (See photograph 1.) Two lifting handles, which are the "J" pieces of pipe, fit into the long pieces of $\frac{1}{2}$ " pipe that are used to lift, move and carry the safe to its properly prepared hole to be installed.

There are four pieces of pipe called



1. The Safe Leveler with all component parts.



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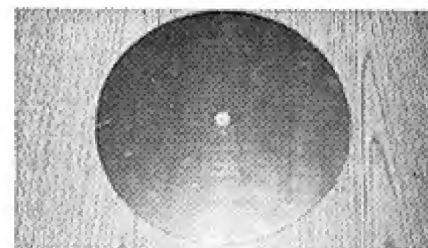
upper legs, which are the long pieces of pipe at the top of photograph one. Two cross "T" threaded pieces of pipe with holes drilled through the center, two ½" wing nuts, (on end of threaded rod), and a ½" x 20" threaded rod are also included.

Four pipe legs or short pipes can be seen in photograph one. The longer short pipes are for rectangular safes, while the shorter ones are for round door safes.

Three cover plates are not included in photograph one. There are two rectangular plates and one round

plate, and when they are installed correctly, cover the lid or opening of the floor safe. Concrete can then be poured around the safe without letting any of the cement get into the safe.

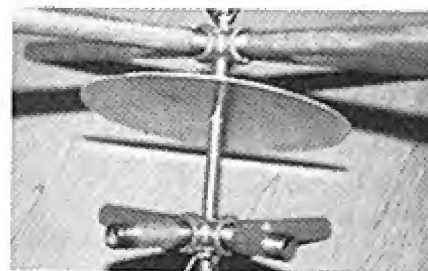
In photograph two, the round plate used on round door installations is shown. The lifting handles can be removed once the safe is in place and the cover plates are slightly larger than the safe, so concrete can be poured directly on top and it will not get into the safe. If you have to install the floor safe next to a wall, additional short pieces of ½" pipe will have to be



2. Aluminum round door cover plate, obtained.

On square door safes, we remove the safe head before attaching the tool. By using a 1" x 1" piece of wood by the length of the inside of the safe with a small hole drilled in it and putting a short bolt through the piece of wood and one hole of the hinge and slipping the wood in the safe so it rests against the shoulder, allows the tool to be installed without interference from the hinge.

Photograph three shows the tool assembled with the round door safe head cover on the ½" threaded rod. These covers are made from aluminum with a hole drilled directly in the center of the plate and the only other thing that must be determined is the actual line-up of the safe.



3. Assembled leveler.

If you want the safe to be positioned above the floor, so that the lip of the safe will keep out spilled and mopped water, the appropriate shims must be used under the upper long pieces of pipe. Slowly introduce yourself to the Leveler, and time will show how it works, since it seems too ingeniously simple not to work.

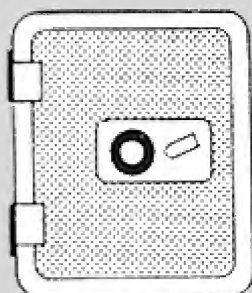
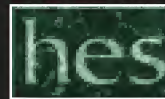
Depending on the time frame, I will discuss the removal and technique of breaking out an existing floor safe preparatory to moving it. I have talked to many safe installers who have told me that it is a rough job to remove a floor safe and many of them suggested that I just purchase a new safe and install it, torch the old unit flat to the floor, fill it with cement and forget it.

The owner of the gas station does not want that to happen. He wants that particular safe, and once the old safe is removed, I am ready to install it in the new location. The floor has already been poured with the safe hole already prepared. Open and Prosper! ■



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Information

Safe

In this section you will find a number of products by various safe manufacturers. As a locksmith, you offer security of many kinds to your customers. Many of you already handle safes; some of you do not. However, almost all of you do know that selling safes can be a profitable experience for a locksmith company. First there is the profit on the original sale. Then there is the follow-up service you can offer. Calls such as combination changing can really help pay the rent.

In this product review section we have tried to bring together a representative sampling

of the safes that are offered to the trade. Of course, it is impossible to have every manufacturer represented here. But we have tried to assemble a good sampling of material for you to examine.

If you feel you need more information about any of the items presented here, please use the Rapid Reply Card to request literature. You will find the reply card between pages 108 and 109 of this issue. If you do not currently handle safes, give it some thought. You might be overlooking a product line that could add to *your* bottom line. **MG**

Adesco Safe's CMP8640 Safe

Adesco Safe Mfg. Co. introduces the CMP8640, a big brother to the original CMP4290, built with the same unique features as the CMP4290, but with twice the dimensions and weight.

The body is constructed of an inner and outer shell of 14 gauge steel, and has numerous flanged ribs welded in place to deter chiseling of the 6000 PSI concrete filler.

The door is filled using a 2½" extension welded on the backside and the ¼" back cover plate is extended on the hinged side to fit a preformed crevice on the safe body.



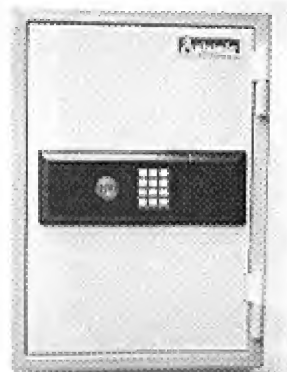
Circle 204 on Rapid Reply

Ambassador Safe's New Safes

Ambassador Safe Co. adds two digital combination safes to its line of quality imported fire safes.

Standard features of the digital lock is its ability to be powered by 4 1.5 volt batteries, the combination being changeable to any four numbers and a key lock is also available.

Replacement Korean combination locks and key locks are also available to fit most Korean Imported safes currently in the market as well as many older models available.



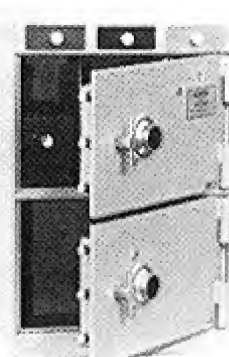
Circle 205 on Rapid Reply

Amsec's Money Manager Safe

American Security Products Company's money manager safe handles the cash control needs of retail stores with multiple shift operations.

The safe's color-coded drawers allow employees on each shift to make cash deposits into separate receiving bins.

Features of the safe also include a key operated time delay lock, S&G Group II combination locks, a high security bottom compartment key lock and ½" thick doors.



Circle 206 on Rapid Reply

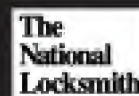
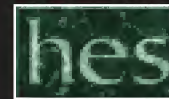
Buddy's New Economy Wallsafe

Buddy Security Systems has added a safe which is nearly half the cost of other models and caters to cost-conscious consumers to its Wallsafe line.

The Wallsafe mounts snugly between wall or floor studs in the home, office, apartment or garage, and can be installed in minutes.



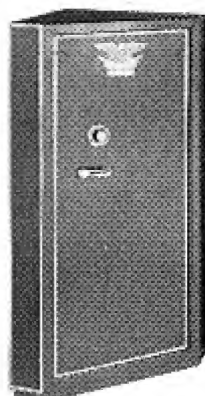
Circle 207 on Rapid Reply



Cannon's Model 14R Gun Safe

Cannon Safe, Inc. introduces Model 14R corner gun safe designed to fit any corner offering maximum storage for rifles yet utilizing less floor space than conventional gun safes.

The corner safe offers the traditional black paint, pinstripping, and eagle standard on all other gun safes. 1" chrome round bolts add additional security and enhance the beauty of the safe.



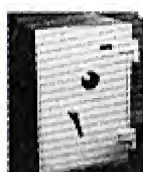
Circle 208 on Rapid Reply

Dayton Safe's D222 Safe

Dayton Safe Company, manufacturer of cash handling safes introduces its model D222, Crated for burglary.

This unit features A514 steel (TL-100,000 PSI tensile strength), three tool steel bolts, hard plate, Group II lock, anchor bolt package, along with an adjustable shelf and can accommodate cash register drawers. It also features rolled coin storage on inside of door.

Options including key locking dial, time lock, and deposit slots with anti-fish baffle are also included.



Circle 209 on Rapid Reply

Detroit Mini's Deposit Safe

Deposit safes from Detroit Mini Safe Co., discourage holdups on delivery trucks at retail stores, theatres, and other businesses that make collections.

All welded steel, construction mini-safes permanently mount to the floor. Sizes available are 4"x10" and 6"x10"x12". Warning signs are also included.

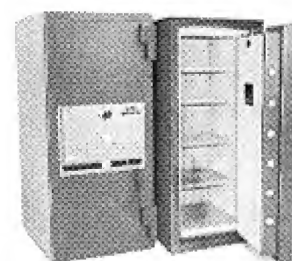


Circle 210 on Rapid Reply

Empire Safe's Super Treasury

The Super Treasury is the result of Empire Safe Company's continuing effort to develop high quality security products to satisfactorily meet the requirements of a wide variety of consumers.

Maximum security is assured by the utilization of alchornite, Empire's patented cast alloy defense material. Its unique design and one-piece "tailored" body cast provides consistent protection against concentrated torch, flux, tool and explosive attacks.

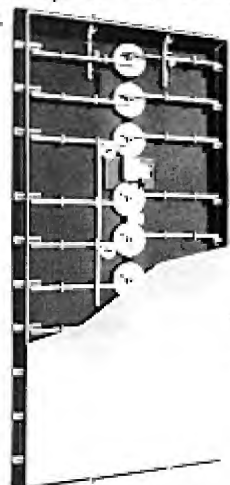


Circle 211 on Rapid Reply

Fort Knox's Yeager Edition

This Fort Knox vault is constructed with high-strength steel, concealed hinges, and extra heavy reinforced door. Fort has added their ceramic fire protection package, using materials capable of withstanding 2400 degrees.

The Yeager Executive Edition also houses a sophisticated locking system up to 32 solid gears.



Circle 212 on Rapid Reply

Record Safe From Gardall

Gardall Safe Corporation has released a new fire resistant record safe called the Model 171718. This safe is constructed like their other record safes with a 2 1/4" wall and carries the Underwriters Laboratory 350 degree one hour label.

The 171718 has room for most ledger or accounting records and cash register drawers, it also satisfies more homeowners' requirements for extra security. The standard interior includes two adjustable shelves.



Circle 213 on Rapid Reply

Liberty's Home Safe Models

Liberty Safe & Security manufactures 11 distinctive models of the most technologically advanced home safes.

These safes are secure, attractive, functional, affordable and offer the highest standard of quality at an affordable price.

Liberty's unique gear-driven mechanism offers the tightest lock-up available, along with additional top and bottom door bolts to protect against prying or peeling the door.



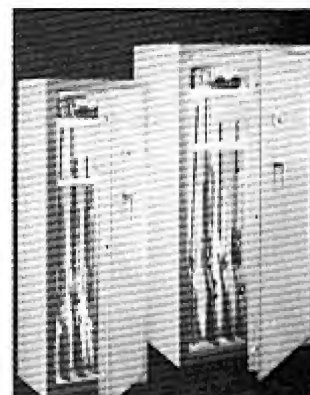
Circle 214 on Rapid Reply

Granite Security's Gun Safes

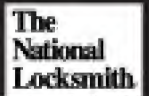
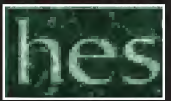
Granite Security Products, Inc. introduces its U.S.A. made gun safes incorporating many unique features.

Standard features of the gun safes include a cam-activated drive-resistant boltwork, alarm contact, interchangeable doors, adjustable internal hinges, dual relockers, and break-away handles.

The safes are painted on all six sides, inside and out with a durable, attractive baked-on finish.



Circle 215 on Rapid Reply



Lockmasters' New Flexible Borescope

Lockmasters offers an all new flexible and durable borescope which is capable of a variety of applications.

The borescope is available in 1.25 mm or 6 mm and 6", 12" or 18" and can be bent in any direction for user convenience.

The scopes can also be custom ordered up to six feet long.

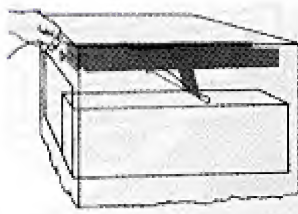


Circle 219 on Rapid Reply

McGunn's New Safe Drawer

An exclusive double baffle, shark tooth, fish proof, drop slot drawer designed to deter employee theft is available from McGunn Safe Company.

Designed for use in the McGunn Cash Handler safe, this patent pending drawer is fish proof, and virtually eliminates employee access to cash and valuables once inside the safe.



Circle 218 on Rapid Reply

Melink's New Data Protection

Meilink Industries introduces the new Encore II Data Plus line offering low-cost fireproof protection for EDP software.

Users have the option of having any or all drawers, including the top drawer, specified for one hour, at 125 degrees UL classified protection.

The Encore II Data Plus is 31" deep and comes in two-or-four-drawer styles. Drawers can be hinged either left or right to meet customer requirements and drawers not used for media protection adapt to letter or legal size filing.



Circle 220 on Rapid Reply

Metro Safe's Bischoff Line

Metro Safe Company reintroduces and distributes the complete line of Bischoff Safes.

The line of Bischoff Safes produced to protect the home, office or business, range from solid steel gun safes, "B" rated composite fire and burglary safes, composite TL-15, TL-30, TRTL15X6, TRTL30X6 to special armored safes.

The safes are available in sizes ranging from 1' to 28' cubic.

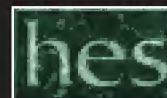


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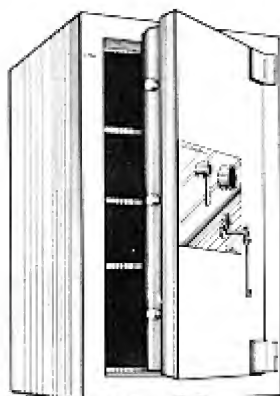
[Click here for more information](#)



Mutual Safe's New Safe Line

Mutual Safe Co., Inc. is introducing a new range of safes called the TL30X6.

The safes will be available in five popular sizes, and in addition to the normal tempered glass and drill resistant steel, it will incorporate a thermal relocker strap and optical probe deflectors.



Circle 225 on Rapid Reply

National Security Adds Gun Safe

The Magnum S gun safe with custom skirt from National Security Safe Co. has thicker walls than the other Magnum series safes and comes with two independent locking systems, each with a group.

A manipulation proof lock along with the same features as the other Magnum safes are standard in the Magnum S.



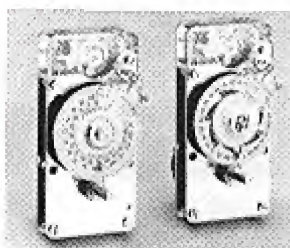
Circle 226 on Rapid Reply

Precision Products Resetttable Safes

Precision Products, Inc. introduces the PR152-0, standard time movement and the PR165-2, instant-release resetttable time movement to its line of safes.

The PR152-0 model features 13 jewels for optimum accuracy and offers the maximum economy while providing the maximum in time security.

The PR165-2 provides a similar degree of high security while featuring the capability of resetting the movement if it has been overwound.

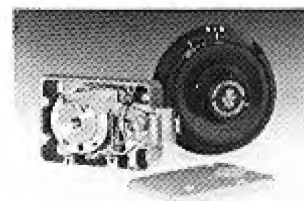


Circle 227 on Rapid Reply

S&G's New Scrambler Lock

Sargent & Greenleaf introduces The Scrambler, the only lock specifically designed to reduce theft in high cash storage safes.

The Scrambler is a three-wheel combination lock, featuring a uniquely engineered springloaded "hook-like" mechanism to interact with the single-piece, brassforged lever. This mechanism scrambles the wheel gates away from the lever fence the instant the bolt is retracted.

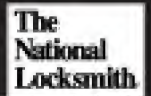
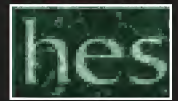


Circle 228 on Rapid Reply



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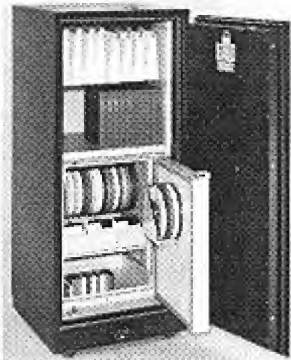
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Schwab's Fire Protection Safe

Schwab media safes providing unsurpassed fire protection for vital information stored on sensitive EDP media, are manufactured in the U.S. and classified by Underwriters Laboratories as to fire protectiveness.

Schwab safes protect media from damage by heat, smoke, humidity, and magnetic interference and all safe interiors are customized to meet each customer's storage needs.



Circle 229 on Rapid Reply

Sentry's New Fire Safe

Sentry Group introduces a new, affordably-priced Fire Safe two drawer file that is produced to store vital business and tax records.

The Model 2000 file, featured in a small size of 27 $\frac{1}{2}$ "x16 $\frac{1}{2}$ "x20-9/16" and a lighter weight of 125 pounds over competitive units, offers spacious storage for hundreds of important documents, tax records, and other valuable possessions.



Circle 230 on Rapid Reply

Wilson Safe's New Fire Safe

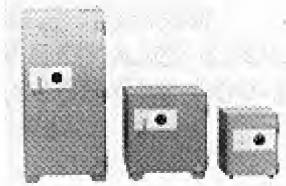
Wilson Safe Company announces the addition to the Diplomat Fire Safe line with the model JH-065.

The model JH-065 features include extra width and depth to accommodate large accounting ledgers and drawers with the interior dimensions of 16 $\frac{1}{2}$ "x16 $\frac{1}{4}$ "x16 $\frac{1}{4}$ ", a one-hour fire rate, spring-loaded relocker, adjustable shelf, relocking drawer and key and combination lock.

Amsec's Fire Safe Line

American Security Products Co. introduces a new line of record safes for the office and home, that are U.L. listed for a one-hour, 350 degree fire rating and are offered in six sizes with adjustable shelves on the 181818, 2818 and 4118 models.

Standard features for the safe include an attractive desert sage finish, independent relocking mechanism, steel hardplate to protect boltwork and relocking device, deadbolts to prevent door removal if hinges are cut, S&G Group II lock with built-in relocking device and optional bolt-down kit.



Circle 232 on Rapid Reply

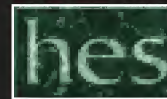


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Fort Knox Protector Series

These units, now available with concealed hinges, make up the least expensive line of Fort Knox vaults.

The rack and pinion gear drive locking mechanism provides a tight lockup with a Sargent & Greenleaf lock featuring relocker and optional key locking dial. The fully adjustable ball bearing hinge and 5/8" locking bolts provide high security against even the most sophisticated burglars.

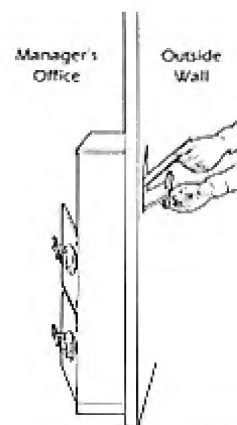


Circle 233 on Rapid Reply

Gardall's Back Load Depository

Gardall Safe Company has introduced a new line of back loading depository safes. The new models are manufactured with a "B" insurance rating and can be purchased with either a single or double door, using dual key or Group II combination locks.

The depository is located on the outside wall and the safe doors are located in the manager's office.



Circle 234 on Rapid Reply

Lockmasters' ITL Upgrade Kit

The complete ITL upgrade kit from Lockmasters includes a dial clamp, a new style mounting base, motor plate, two magnets and silicone rings.

The kit eliminates centering and binding problems caused by attaching to the dial and the mounting base sits over the dial ring assembly to center the motor over the dial.

The conversion kit can be attached by using allen screws or the two magnets.



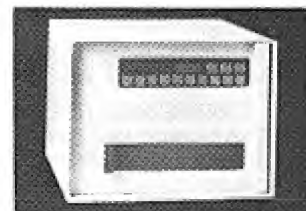
Circle 235 on Rapid Reply

McGunn Safe's Personal Safe

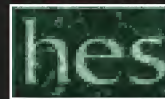
A new personal electronic safe offering convenient storage of valuables is available from the McGunn Safe Co.

The safes do not require keys or dials, but only uses a six digit code, which can be entered as easily as a telephone call, on a large illuminated keyboard.

The MiniVault has motorized locking bolts similar to those used on large bank vaults, and advanced, battery powered, microprocessor technology allows for a compact size and ease of installation in discrete, handy locations such as in a nightstand, dresser, bathroom vanity or closet.



Circle 236 on Rapid Reply



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Metro Safe's Film Lubricant

Metro Safe Company introduces TFL50 wet and dry lubricants for the RemGrit Corporation.

TFL50 wet lubricant may be sprayed directly on parts to stop squeaking, sticking, or frictional wear and remove built up dirt and grime, because it penetrates deeply to loosen "frozen" bolts or parts, displace moisture, and protects from rust and corrosion.

The non-staining TFL50 dry lubricant works directly on clean, dry surfaces to stop squeaking, sticking and frictional wear.



Circle 408 on Rapid Reply

National Security's Magnum Plus Safe

The Magnum Plus from National Security Safe Co. is 1' taller and 4" wider and deeper than the Magnum S.

The Magnum Plus' standard construction includes triple-wall thermal installation, and 20 locking bolts on the door with eight on each side, two on top and bottom.

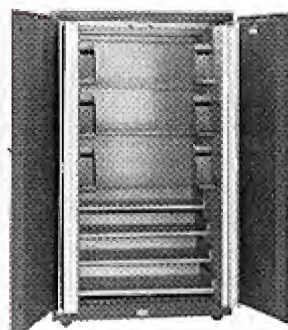


Circle 409 on Rapid Reply

Schwab's Media Manager Safe

Schwab Corporation's Media Manager safe, has the look of a regular uninsulated file but protects paper and computer materials from fire, smoke, humidity, magnetic and water damage.

The Media Manager is easy to operate since it does not rely on awkward latches for consumer usage.



Circle 410 on Rapid Reply

Sentry's New Media Safes

Two compact Fire Safe computer media safes developed by Sentry Group are the smallest media storage products to earn a U.L. rating.

The new Sentry Model 1710 media chest measures only 8 1/8" x 14 1/4" x 11 3/8" and has a space-saving organizer tray for diskettes that lifts out for everyday desktop use. The model comes complete with dividers, providing easy access to as many as 30 5 1/4" floppies or 60 3 1/2" diskettes.



Circle 411 on Rapid Reply

Microburst Mania

"When the winds hit with their 30 second fury, our roof was largely torn off the building. Holes were blown right through the brick walls."

by Marc Goldberg

On Friday, June 29 I was in Des Moines, Iowa visiting my friend Rob. We are both from Philadelphia, and now we both have moved to the midwest. About 11:30 a.m. I picked up the phone to call the office of **The National Locksmith**. I just thought I'd check in and see if anyone had any questions or problems.

The phone rang and rang. No one answered. That's strange, I thought. All the employees must have gone out to lunch at the same time. But that would be unusual since we like to keep up with the phones at all times.

So I decided to check in with my answering service to see if I had any

messages. In fact, I had one very important, if not rather confusing message.

"Please call Debbie at home. Something is wrong at the office and she will explain it to you."

When I got Debbie on the phone, I could hardly believe my ears. In the end, I wished the problem was as simple as everybody going out to lunch at once. It seems that a "Microburst" had hit the area in which our building is located. A microburst is some new term to describe a violent shaft of wind which shoots straight down at the earth. We are talking about winds of 150 mph.

This burst occurred at about 8:10

a.m. which is shortly before our office opens. Therefore, no one was in our building. This was very fortunate. When the winds hit with their 30 second fury, our roof was largely torn off the building. Not only that, but you have to understand that National Publishing is located in a brick and cinder block structure. Normally, these are very strong. But when the roof was ripped off, so were many bricks also blown off.

In fact, large holes were blown right through our masonry walls...holes big enough for a man to crawl right through. One upper corner of the building was gone completely. Of course, I got to see the destruction

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myself as I drove back to Chicago shortly after hearing the news.

Driving around the neighborhood was like visiting a war zone. Rubble lay everywhere; destroyed buildings were ripped open like sardine cans. We at **The National Locksmith** were very lucky. None of our staff were hurt or even present at the time. However, one individual was killed in the next block when a brick wall collapsed on him. In fact, as bad as the damage to our building was, it was much less than that suffered by many others. Some of them will be completely torn down and rebuilt. Estimates of damages to our building top six figures.

At the time of this writing, we are finally starting to get back to business as usual. The roofers, carpenters, masons, overhead door installers, painters, electricians, janitorial people, and floor tile installers are gone. Our building looks much like it used to. Many of the neighboring buildings however, are still in very damaged condition. So far, it appears that our insurance company—Country Companies—along with our agent Peter Minus, have taken great pains to help us restore our building and our business to pre-microburst conditions.

You may find this issue of **The National Locksmith** looks somewhat different than usual. That is because it is being typeset on an ancient machine, normally stored in our managing editor's basement. Our good machine was ruined by the drenching rain which hit shortly after the roof was torn off. However, we have new equipment on order, and I hope that the October issue will look even better than normal.

In fact, you may notice that you received this (and the last) issue later than usual. I apologize for the inconvenience, but we should be back to our timely schedule within a short time.

Bricks and walls can be replaced. So can typesetting machines. But people—friends—cannot be replaced. I want to thank you, our readers, for your patience. And I want to thank each of the people who work for me for their extra efforts associated with cleaning up this big mess. They had a few days off when we were without electricity or phones. But they have had to work their tails off since then. And I appreciate it Debbie, Ronnie, Sandy, Tom, Tracey, Crissy and Rick. ■



The rear of the magazine's building shows the damage—loose bricks and a destroyed roof. Boarded up is the space where the overhead-door was located.



An interior view shows how the steel decking was ripped off the roof. This is a poor substitute for air conditioning.



A nearby building suffered much more damage from the terrible winds which devastated the entire business park.

HPC's Pocket Cut-Up™

"This machine is a hand operated tubular key machine. It features a carbide cutter and can even be powered via a cordless screwdriver if you wish."



Send your car opening questions to: Shirl Schamp, The National Locksmith, 1533 Burgundy Parkway, Streamwood, IL 60107.

by Shirl Schamp

In the locksmith business, it seems to be an on-going problem to find room in service trucks for all the things we feel we are going to need when we are out on a call. My shop runs two vans, one of which we consider our main service van and the other is more of a back-up unit. Since Norm goes out and does most of the work, he drives the

bigger van while mine is the partial unit.

The size of the equipment we purchase is an important factor to find room to place it in our vans. I said it is a factor, not the whole consideration since you do not want to sacrifice quality for size. If you can find an item that is small in structure and still able to maintain high quality, then I think it is apparent that it is the item to purchase, especially for a van.

Another consideration is the power source. If you are like the majority of locksmiths, you're probably working the battery in your van to death, always taking a chance of running it down while you are on the job site. It is

possible that an extra battery can be added with a one-way switch between it and the main battery, preventing you from drawing off the main battery, yet allowing the alternator to charge both batteries while the engine is running.

Those of you who aren't too familiar with the one-way switch, can find it in any store that sells items for recreational vehicles. It is also standard in motor homes.

The Pocket Cut-Up™ from HPC is a hand operated tubular key machine. (See photograph 1.) It is based on the same concept as an older hand held key machine manufactured by HPC 30 years ago. The difference between the

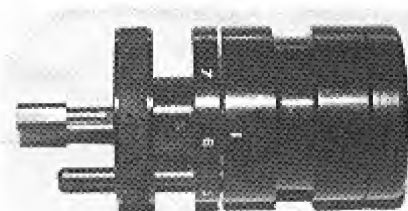


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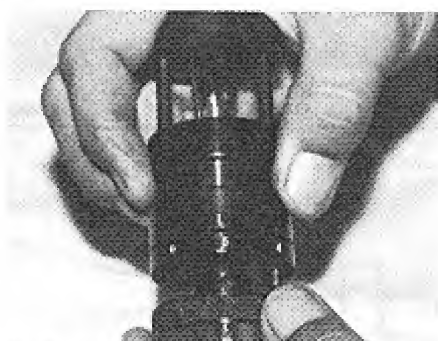
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1. The Pocket Cut-Up™.

two is 30 years of technological advancement. The problem I found with the earlier tubular key machine was that too much pressure was required to make a properly fitted key. The cutter had a hard time cutting steel blanks.

The Pocket Cut-Up™ does not have this problem since it requires only slight pressure to hold the key against the plate. (See photograph 2.) Also contributing to a long life span and ease of use is the fact that the machine comes with a carbide cutter. (See photograph 3.) The other end of the carbide cutter has a fitting for a cordless screwdriver. If you wish, you can use a cordless screwdriver to power the machine. (See photograph 4.)



2. Slight pressure holds the tip of the key against the plate to avoid slippage.



3. A carbide bit included with the machine.



4. Power screwdriver or drill attached to end of shaft.

The over-all size of the Pocket Cut-Up™ is only 4"x1½". (See photograph 5.) It is factory pre-set to cut standard size center sequence and cuts tubular keys by code. Offset right and left sequences, including dead pin cuts, can be made with one simple adjustment. Greenwald style tubular



5. The Pocket Cut-Up™ is 4"x1½".

keys can also be cut on the Pocket Cut-Up™. The stock number of the machine is TKM-90.

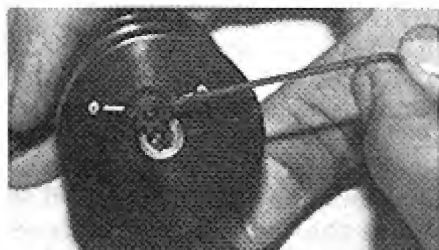
Many new ideas are incorporated into the machine's structure. The tubular key blank is held in place by a swing-away key holding plate that locks the specially designed micrometer depth adjustment knob at the pre-selected depth. The cutter is designed to cut either steel or brass key blanks.

To set the cutter for a center or offset cut key, simply place a blank on the key positioning post. (See photograph 6.) The tip stop will either be lined up with the "C" designation for center, or "O" for offset on the machine. If a setting change should be required, then use the Allen wrench provided to loosen the set screw, and then turn the tip stop to the other

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6. Place a blank on the key positioning post.



7. Turn the tip stop to another location, retightening the set screw.



8. HPC's decoder.

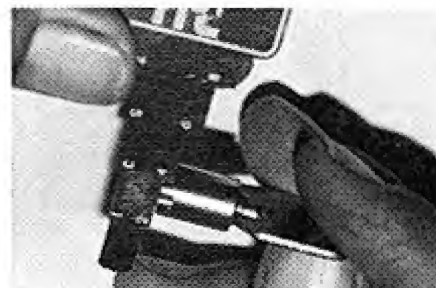
location and retighten the set screw. (See photograph 7.)

This is a code machine and not a duplicator; and when you are going to duplicate a key, it will be necessary to decode the key you are cutting first, using the key decoder which is included. (See photograph 8.) Then dial in the depths as you are cutting the key. A positive aspect about this duplication method is the ability to use the same principle to duplicate what you have on your tubular pick after picking a lock.

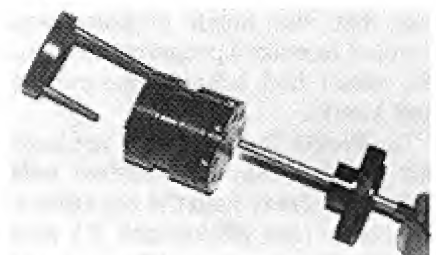
When using the HPC decoder, it is necessary to place the key you are decoding up against the decoder while checking to see if the depth on the key allows a perfect fit of the number step on the decoder. (See photograph 9.)

If you have just picked a lock with your pick, then check the step on the decoder against each finger of your pick.

Photograph 10 shows the total unit broken down into three pieces, and if you add the small Allen wrench used to change the setting, you would have four pieces. The unit comes in a small plastic container which is smaller than a drinking glass. The size makes it very convenient for storage in your vehicles.



9. When using the HPC decoder, place the key you are decoding against the decoder.



10. The total unit breaks down into three pieces.



11. Setting the depths.

Continued on page 105



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Servicing Locker Locks

"When we were called to open some 'funny' locks we tried to determine if they were funny 'strange' or if they were funny 'ha-ha.'"



Send your lock and key questions to Jack Roberts, The National Locksmith, 1533 Burgundy Parkway, Streamwood, IL 60107.

by Jack Roberts

I believe that the most interesting aspect of the locksmith profession is that daily something new happens with a new challenge, a new idea or a new product. Each time the telephone rings or the front door opens, we face the possibility of seeing something for the first time.

A few weeks ago, we received a call from a newly opened private health and exercise club to open some locks. We tried to get as much information as possible while on the telephone, but the caller could only say that the key was "funny looking." We weren't able to determine if it was "strange funny" or "haha funny," so the dispatch was made to open some lockers with "funny keys."

All the service technician had on the truck was a ring of Master keys for lockers with not one of them any funnier looking than another. He said he would give it a shot. After a while, he called to say that "these things look

like Abloy Disklock keys, but there is something different about them."

Since we are an Abloy dealer and have had a lot of experience with people scrambling the combination by removing the key before it is really ready to be removed, a quick instructional lesson with the locker room attendants solved the opening problem.

The problem was what to do with the locks? We knew we would have to service or replace one or more of them some time and that keys were going to be lost, so had better start learning about them right now.

The service technician removed a



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lock from an unassigned locker and brought it into the shop to be examined and evaluated. A call to the club management only revealed that the lockers, with locks, were provided by the general contractor, and the lockers had been sub-contracted to the interior decorator.

From the interior decorator, we found out that the lockers were manufactured and furnished by Hollman, Inc. The buyer for the interior decorator was able to give us a name and an 800 number and we finally talked with Cliff Cowan, Hollman's general manager of operations.

Let's stop and take a look at the lockers. (See photograph 1.) The lockers are made from Kortron, a type of wood, with raised panels and high



1. Kortron wood lockers.

glass cherry finish. They are absolutely beautiful to look at and the photograph does not really do justice to the product. The facility where the lockers are installed is high class and plush, with the lockers reflecting the design, architecture and decor of the entire building.

The locks are made in Taiwan of solid brass exclusively for Hollman, random keyed and mastered to millions of combinations. (See photograph 2.) They are 1 1/4" 90 degree right turn to open. The single pull cam locks also have a high gloss brass finish. The 1 1/8" cam is made of steel and is brass plated.

The keys (see photograph 3) are brass with nickel plate, 0.135 thick, 0.230 wide with a 1.180 blade. In photograph four, the Hollman key and



2. The solid brass locks.



3. The brass and nickel plated keys. an Abloy Disklock key are shown.



4. The Hollman and Abloy disklock key.

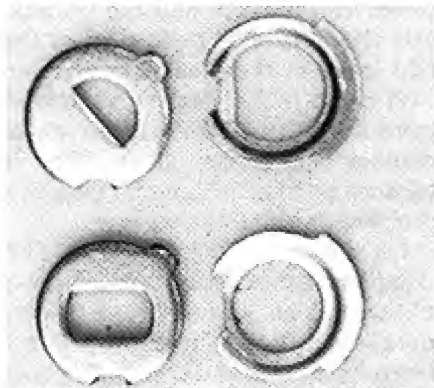


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The two keys are very similar in appearance, but the Hollman key is actually a double-sided convenience key and the lock is an apparent duplication of the standard Abloy. The disks, spacers and plug measure the same within plus or minus 0.002 and by using a comparator, we found the angle of cuts to also have the same tolerances.

Since we had not had a lot of fun for awhile, we loaded the Hollman plug with Abloy disks to an Abloy code and the Abloy key operated perfectly. The disks and spacers (*see photograph 5*) could have been stamped from the same pres, the difference being in the keyway.



5. Disks and spacers.

Foreign material in the keyway can be easily removed in most instances due to the large openings in the disks, and a forced entry can be achieved by drilling for the cam by using a 9/32 drill bit and going straight through the keyway.

It is not practical to attempt service on one of these locks or to attempt to duplicate a key since replacement locks with two keys are available from Hollman for about \$5. There are no codes on these locks, but they are received at the Hollman factory coded in groups, H301-H350.

No record is maintained for an installation other than the group coding for a particular facility and the companion master key which is available from Hollman with proper authorization.

We found that the only problem associated with the operation of this lock is that the key pull position is about 30 degrees left of the center line (*See photograph 6.*)

Normally, people are not accustomed to key insertion or removal in this position and consequently attempt to insert or remove the key in the vertical plane. As we mentioned earlier, a quick instructional period with the locker



6. The key pull position is about 30 degrees left of the center line.

room attendants of the proper operation solved the problem.

At the beginning of this article, I mentioned that each day brings something new. This was something new that management was not familiar with and we had not seen. We took the time to research the item and to make arrangements with management to service any future locker problems. We do plastic engraving in our operation and since the keys are not numbered, we suggested that we make key tags for all of the locker keys, which resulted in an order for 1000 customized key tags. (*See photograph 7.*)



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7. Customized key tags.

Now that we had a foot in the door, subsequent meetings with management revealed that the master keying system layed out by the architect and provided by the hardware supplier was not exactly what the facility required, and we are now in the process of designing and implementing a master key system which encompasses 125 doors and built a solid rapport with the management of the club. All of this resulted from a call to open some lockers with "funny looking" keys.

Within a week from the "funny looking" key incident, the maintenance superintendent of a local country club, a regular client which we have serviced for years, came into the shop, plopped a key on the counter and said he needed 50 locker locks to match this master key. (See photograph 8).

Well, this was another day, and another "something new" was happening. The club had just installed



8. Locker locks to match the master key.

some new lockers which came equipped with this type of lock and they had decided to replace the locks on the older lockers (a mismatch of several manufacturers) in order to have one master key.

We were not familiar with the LCA logo (not to be confused with LSDA) but a bit of research found this to be

the Lock Corporation of America located in Milwaukee, Wisconsin. A phone call to LCA put us in touch with Ron Levin who informed us that LCA locks are available through the W.W. Grainger Co.

Our local WWG warehouse only had 15 of these in stock which we ordered and continued our research of LCA. Ron sent us a brochure of LCA products and from this we discovered that the LCA Master keys are compatible with the Master Lock Co.'s F-41, F-52, F-63 and F-85 locker locks. We maintain a stock of each of these so we were able to complete the order for the club post fast.

The situation happening was for the ladies' locker room and the decision was then made to replace all of the odd locks in the men's locker room with either LCA or Master, whichever came first. This resulted in the sale of another 77 locker locks. This is because we took the time to research a problem and find the answer.

Let's take a look at LCA. This company manufactures a wide variety of cam, cabinet, drawer, push, (sliding door) and locker locks which are interchangeable and compatible with almost every other manufacturer.

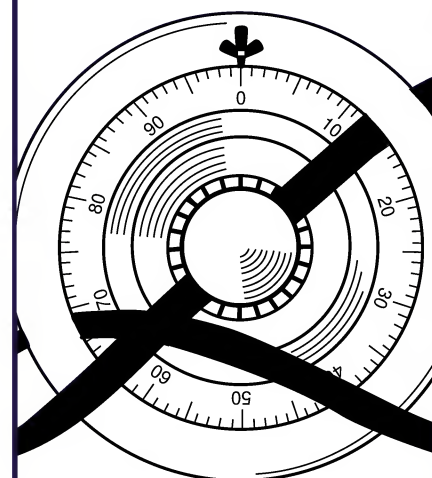
The two basic key designs used by



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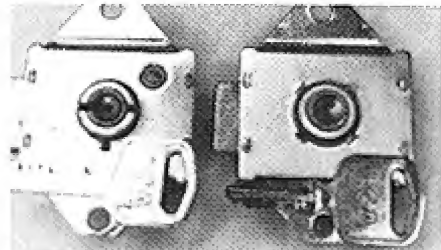
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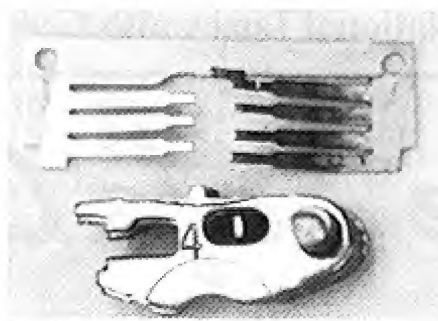
9. Two basic key designs used by LCA.



10. The number 5000 flat key lock and the number 6100 stamped key lock.

LCA is the flat steel type, which is called the Multi-lever flat key, and the Torsion Tumbler key resembling the Schlage SC6. (See photograph 9.)

The locker locks we furnish are of the flat steel variety, with a single pull, a 180 degree turn, and a deadbolt. This product is LCA number 5000. Number 5001 is a dead bolt, 180 degree turn, two pull and the Number 4000 is a



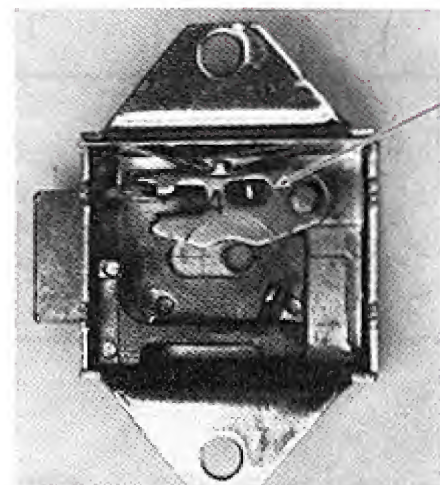
11. The unique lever spring assembly.

spring bolt with a 90 degree turn, single pull.

In photograph 10, the Number 5000 multi-lever flat key lock is on the left and the number 6100 torsion tumbler stamped key lock is on the right. All LCA locker locks fit standard locker doors and punchings, and there are 11 Master keys for the LCA flat key locks which are designed to operate locks from other manufacturers.

There are six levers and a guide in the multi-lever lock which is a standard feature, but the lever spring assembly is rather unique. (See photograph 11.) This assembly is actually seven springs in one piece and fits into the top of the case. (See photograph 12.)

The levers, in the proper order for



12. The assembly is seven springs in one piece.

the combination, are loaded into the post and placed in position under the spring assembly, and the nose is then positioned and the cover plate attached. It would not be economically feasible to service one of these locks due to the low cost of replacement and the wide range of Master key applications.

The LCA torsion tumbler locks appear to be an adaptation of the Schlage wafer locks. (See photograph 13.) The eight wafers, or tumblers,

continued on page 106

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Trying Tryout Keys

"While at ALOA in Chicago, I met the brains behind the Aero Lock Tryout Key sets. They even have an 800 number for assistance."

by Bob Sieveking

How are you going to make a key to the new Chrysler double-sided locks? Because the new style Chrysler locks are not as common as the single-sided pin tumbler locks, you may not have faced this problem yet. How are you going to make an ignition key for the 10-wafer Ford style locks? I should imagine that there are very few locksmiths that have not had a chance to get some practice on these.

Originally, I discounted the use of tryout keys, in favor of drilling the 10-wafer Ford ignitions, because the tryout keys I had made were not well engineered as they should have been. While researching this article, I found out that there is more to a set of

tryout keys than half cuts.

While at ALOA in Chicago, I had an opportunity to meet the brains behind the Aero Lock tryout key sets. Though I did not buy a set on the spot, the first thing I did on Monday morning was to call Aero to order a complete set of the Ford-10 wafer tryout keys and a complete set of the new Chrysler double-sided keys. The "satisfaction guarantee" (up to 90 days) says that if you don't like the keys or they don't work as well as you think they should, you can send them back for a full refund. They even have an "800" assistance number, for any questions you may have before or after you buy. Finally, I found somebody that is in

business to do business. Nice guys that know their products, stand behind them, and don't make a big deal over whether or not to sell you some.

After making keys for four new Chryslers and two new Ford Aerostar vans, using the Aero tryout sets, these are my findings.

TO-44, TO-45 and TO-46 Chrysler Tryout Keys. There are three sets of tryout keys for the new Chrysler double-sided locks. The TO-44 set consists of 32 tryout keys for the door locks. The TO-45 set consists of 8 tryout keys for the glove box lock. The TO-46 set consists of 32 tryout keys for the trunk or hatch lock. These double-sided keys are cut the same on both

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sides, because the design of the lock requires that the key be cut on both sides to operate the lock. This means that there are truly only 32 keys to try, at the most, to find a working door or hatch key. I purchased all three sets, but the TO-44 and TO-45 sets are all that are really needed to make a complete working key for all the locks. The TO-46 set is primarily for opening the trunk, to retrieve a set of keys locked inside.

I chose to evaluate these keys on new automobiles instead of used cars for two reasons. The first was because the '90 autos have a new wafer design, which has greatly increased the manipulation resistance of the locks. The second reason is because I did not want the amount of wear in the locks to affect my evaluation.

The first step in making a first key for the Chrysler auto is to lubricate the locks with spray lubricant. This insures that the keys will enter the locks easily.

The second step is to find a working key for the door locks. It makes no difference whether the auto is locked or open. Using the TO-44 tryout set, try each key until a working key is found. These are true double-sided locks,

which means the tryout keys must be cut the same on both sides. It is not necessary to try both sides of the keys. Simply insert the key into the lock and try to turn it in both directions. There is no need to force the key or use pliers. When you find the correct key, it will turn easily.

In one case, I found that the tryout key would only turn in one direction, but by lifting up on the bow of the key, it could be turned in the opposite direction also. This is because the tryout keys use "in-between" or half depth cuts to accomplish the small number of tryout keys.

The third step is to make a "proper" working key for the door. Chrysler double-sided locks have four depths. The tryout keys are cut using only two depths. The "shallow" depth is between a one and a two depth, and the "deep" cut is between a three and a four depth. Using depth and space keys or code cutting equipment, over a new blank, it is necessary to put a #1 cut in every space that has a "shallow cut," and put a #3 cut in those spaces that have a "deep" cut.

For our example, the tryout key that operated the door lock is shown in illustration one. The first five cuts of

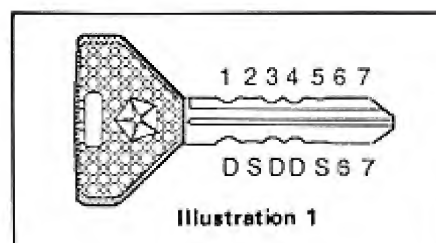


Illustration 1

the key are: "deep, shallow, deep, deep, shallow" from bow to tip. You will notice that the sixth and seventh cuts are not cut on the TO-44 tryout set.

By code cutting a new key to factory depths 3, 1, 3, 3, 1, —, —, and trying it in the door lock, you will get some very distinct impression marks in those cuts that need to be made deeper. By wiggling the key up and down, while turning pressure is applied, (finger pressure is all that is necessary), you will be able to impression the door key perfectly.

In the four that I did, I had no difficulty in this step. If the key is binding as it turned, don't try to force it. Turn it back to the neutral (key pull) position and remove it. Look for the impression marks and cut the blank down by one blank, at each of the spaces that show an impression mark. Try it again. If you find that still



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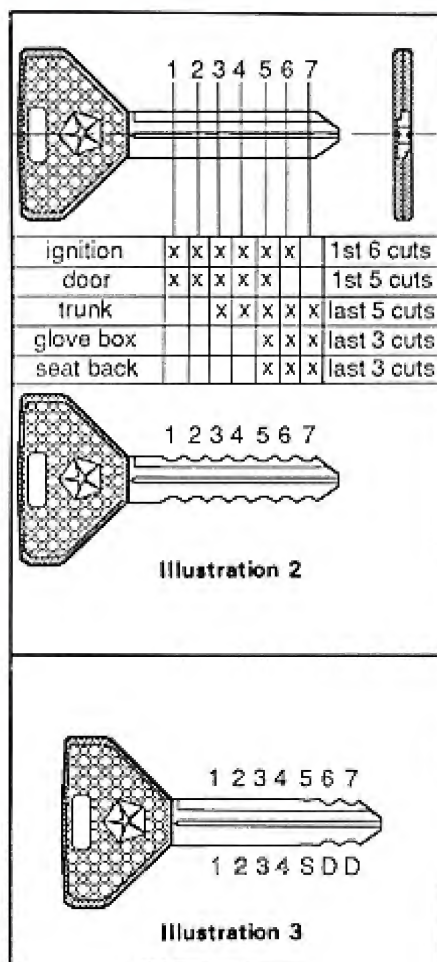
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binds, cut down those spaces that show impression marks. If you are careful in this step, you will have a perfectly made "door key."

The Chrysler lock system wafer locations are shown in illustration two. As you can see, the door key contains five wafers. They are in positions one through five. The last two cuts of the keys are only found in the trunk, seat back and glove box cylinders. Because the glove box contains only three tumblers, and because it is the easiest to get to, we will use this lock to find the remaining two cuts of our unknown key.

Step four is to try the "eight" tryout keys of set TO-45 in the glove box lock to find the working key. When you locate the correct key, you will have an indication of the remaining two cuts of the key. Illustration three shows an example of the key that operated the glove box lock. The cuts are: "shallow, deep, deep."

By cutting a #3 depth in the two tip spaces of the "door key," you will be able to try the key in the trunk cylinder and impression the last two cuts of the key as before. If you find an impression mark, make the cut one depth deeper in that position. Remember that the



locks are true double-sided locks. The key must be cut down on both sides to operate properly.

The first Chrysler that I made a key for, using the tryout method, took 20 minutes. All four were completed in just over 1½ hours. The Chrysler tryout keys worked quite well. With little reasonable care there is no possibility of damage to the locks and with a little practice, anyone can use them. You will need code cutting equipment, or at the very least a good set of depth keys, to make proper use of the tryout sets. I do not recommend that you duplicate directly from these keys.

All nickel plated original or first quality blanks were deburred, neatly packaged and gave a nice appearance. The best part about these keys is that they worked.

I'm sure that there are a few locksmiths reading this evaluation that feel tryout keys are just not professional, or that picking, impressioning or disassembly are the only methods the professional locksmith should employ. I read somewhere that the professional uses the best method for each situation, given all the alternatives. With the



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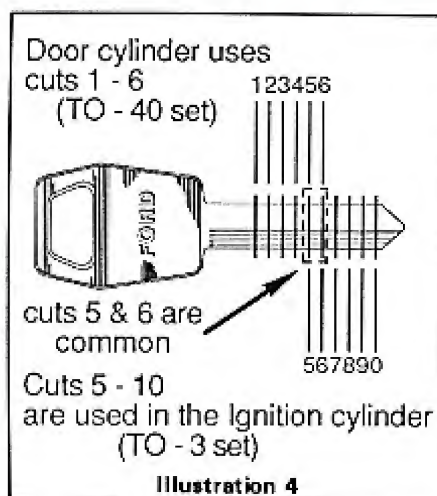
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expensive nature of some of the newer wafer lock styles, impressing has in some cases become impractical. If you bend or damage a wafer, in an attempt to make a key by impression, you may be in for a nasty job disassembling a lock that simply is not designed to be disassembled or serviced.

On those dark night calls, when there's barely enough light to see, let alone impression a lock, tryout keys start to look pretty good. As a back-up method, for those emergency openings "when all else fails," tryout keys are a method you should not pass up. I began to gain a little more respect for tryout keys after giving the Chrysler a chance.

TO-3 and TO-4. The "84 1/2 and Ford 10-wafer lock system" has been a job not easily left to the apprentice, since it was introduced. The methods I have used, up to this point, to make key keys for the new Fords, include home brew tryout keys, picking and finally drilling to remove the ignition, then combining a new lock to match the doors. The drilling method is not a favorite, because it is messy and although it may be professional, it wastes a good lock.




The TO-40 tryout set has 109 double-sided keys, cut differently on both sides. Because the Ford locks are "convenience," and not "true double-sided locks" it is not necessary to cut both sides of the key to the same combination in order to operate the lock. That translates to exactly 210 trial combinations, on the 109 keys. One of the keys is cut on only one side.

Unlike the Chrysler keys, the TO-40 Ford door tryout set is numbered. The door keys are numbered, in letter groups, so that the fifth and sixth cuts

can be used to determine the proper ignition tryout set to use, after the doorkey has been found. The are numbered: 1A-14A, 1B-14B, 1C-20C, 1D-20D, 1E-20E, 1F-11F and 1G-11G. You will remember (see illustration 4) that cuts 1-6 are used in the door cylinders and cuts 5-10 are used in the ignition cylinder. Cuts 5 and 6 are common to both the ignition and door cylinders. If you know the proper cuts for the fifth and sixth positions of the key, you can eliminate a great number of the possible cuts used in the seventh through tenth places.

The first step in making a working key for the Ford is to determine the cuts of the door key. Tryout set TO-40 is designed to accomplish this task. You will find that the keys are not on a ring or a chain. It was explained to me, that the manufacturer felt it was easier to keep track of which keys had been tried if they could be separated from those which hadn't been tried. The special packing boxes achieve this.

The keys are held in the box bottom until they are used, then deposited into the box top after they have been tried. A simple idea that works quite



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well. Each key is inserted into the lock and turned left and right. The bow of the key is lifted up and the key is turned to the right and left. The bow of the key is then pressed downward and the key is turned left and right.

If the key does not operate the lock in either direction, the key is reversed (the keys are cut differently on each side) and try it again. Lift up and turn left and right, then press down and turn left and right. Each key is tried, in turn, until a working key is found.

When a working key is located the number stamped on the key blade is used to identify a list of "actual" cuts that the key was designed to operate. Some lists contain only six combinations, while others may have as many as 24 possible combinations. It is your choice to either cut the keys with the possible combinations, one at a time, and try the lock until a satisfactory key is found, or impression the key as we did with the Chrysler keys earlier. I felt that impressioning was the easiest and most time and cost effective method for finding the correct key.

The biting lists which accompany the tryout keys are an important part of the tryout set. But using them, you are assured that the impression key

will be, at the very most, one cut too shallow in any position. That is quite an advantage, I thought. By turning the impression key left and right in the lock, you will be able to mark these positions that are too shallow. Cut the key down one depth, where you see impression marks, to make a proper "working" key. Because of the number of keys that had to be tried, I took about 20 minutes to find a door key. Code cutting and impressioning the binding cuts on a second blank took only a few minutes.

The second step in making a working key for the Ford is to find a working ignition key. The tryout key that operated the doors was identified "13B." this is the thirteenth key in the "B" set. The letter "B" tells us that the ignition key will have the cuts 1-3, 2-3 or 2-4 in the fifth and sixth places, and it directs us to use the "B" set of ignition tryout keys. There are only 19 keys in the "B" set, which translated to 38 possible combinations.

The tryout keys are tried, much like the last set, reversing each key to try both sides. The ignition turned, with the seventh key. Tryout key number B7 has eight "possible" combinations. There is no need to waste blanks. You found the exact cuts in the fifth and

sixth places while making the door key, so you can eliminate any possible combinations from the list that do not agree with the door lock. The remaining possible combinations can then be cut, in turn, to find the last four cuts in the operating key. When the correct key is cut, it will work perfectly.

Working keys were made for two new Ford Aerostar vans in just under two hours. With a little practice, and no interruptions, the procedure should take only 30-45 minutes. Both sets of tryout keys work very well, and I was surprised at how fast the ignition key was found after the door key had been determined. I think I can read the door lock and cut a working door key faster than I can find the combination by the tryout method, but the ignition tryouts are a real asset.

The biting lists are a must with this set. If you don't read and carefully follow the directions which accompany each tryout set, you will waste a lot of time discovering some of the little features this system offers which may not be obvious.

For more information contact: Aero Lock, P.O. Box 16434, Memphis, TN 38186-0434. ■



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Locksmith Education Section

Here is a section with information provided by some of the outfits serving up educational services to the locksmiths.

Acme School Of Locksmithing

Acme School of Locksmithing, the only residential school in the Midwest, is approved by the Illinois State Board of Education, and its director, William T. Beranek, has been a certified locksmith since 1973.

William Beranek was the founder and past president of the Illinois and Indiana Locksmith Association and is currently active in supervising all classes in the Acme School which are taught by state approved instructors.



William Beranek has a successful lock and key shop on the school premises where students may observe qualified locksmiths in action. A locksmithing career can offer a potentially lucrative weekly income, as well as begin the first steps to self-employment and financial independence.

The Acme locksmith course is taught in an actual workshop setting and the ample space classroom is designed to accommodate eight students per session very comfortably.

The hands-on training covers all aspects of locksmithing including: the history of locks and keys; assembly and disassembly procedures; deadbolt installation; combination safe locks; automotive ignition replacement; cylinder keying; masterkeying; key duplication; lock picking, and automotive locks.

Included with the course are the locksmith manual, key blank catalog,

locksmith tool catalog and information on locksmith suppliers and wholesale dealers.

The professional tools in locksmithing are also included in the course. The tools are: cylinder removing tools; plug followers; car opening tools; tubular lock servicing tools; lock pick set; file set; pin tweezers, and a picture I.D. card.

Specialty classes of aspects in the locksmith industry will be offered in the future by the school.

The next scheduled day class will begin September 17 and this class is for two weeks from 9 a.m.-4:30 p.m. Monday-Friday, and has an hour lunch break. The scheduled night classes start October 9 and run for five weeks from 6:15 p.m.-10:15 p.m. on Tuesday, Wednesday and Thursday.

For more information contact: Michael Shaugnessy, (708) 361-3750 or Acme School of Locksmithing, 11350 S. Harlem Ave., Worth, IL 60482. ■

Circle 439 on Rapid Reply

Colorado Locksmith College

The Colorado Locksmith College became incorporated in 1986 with the intent of training basic locksmiths for facilities besides locksmith shops. The program is designed to teach the most common aspects of the locksmith trade.

The concept of the program is to offer other companies an employee capable to sufficiently perform in handling most in-house needs. The program also reduces a major part of the training expense paid by locksmith shops that eventually need a master locksmith.

The Colorado Locksmith College opened its doors in September 1986, but was unable to begin teaching until it complied with the state trade education laws, under the control of the State Board of Community

Colleges and Occupational Education (SBCCOE).

In May 1987, Colorado Locksmith College was issued approvals from the SBCCOE to legally operate as a private college, received individual teaching credentials and eventually opened for business. The first class began in June 1987 after the school complied with the law.

The College has two principle divisions in the classes. One is a basic course that allows students to earn a diploma, and the other is a fundamental course which is certificate earning.

Other classes including Ancillary, resident (in-house) locksmith, and a text book follow-up is offered.

Colorado Locksmith College is the only school in Colorado approved by SBCCOE to test, certify, and register non-resident and resident locksmiths.

The program includes in-class, hands-on training with an instructor present to assist with problems and answer questions while they are fresh in the student's mind.

Diploma and certificate classes are conducted in very small groups of 15 or less per instructor. However, experienced student classes will be conducted with slightly larger groups.

Colorado College graduates are able to enter the work force by replacing employees who have vacated a position with a locksmith shop, or by filling an opening with a large company or government agency which currently uses their own resident, or in-house locksmith.

Since the majority of graduates who open their own shops perform satisfactorily for their customers and get called back for repeat business, they are able to remain in business and grow with the companies.

Colorado College's programs are intended to help students who have a limited knowledge of locksmithing, to develop their potential in the locksmith market, or those who have

no knowledge about locksmithing, to enter a new field of employment.

For more information contact: Colorado Locksmith College, 4991 W. 80th Street, Westminster, CO 80030, (303) 427-7773. ■

Circle 440 on Rapid Reply

The Foley Belsaw Institute

"At Foley-Belsaw we like to say that we're in the business of putting people in business. That's been the focus of the company since 1926" states George Doetzel, General Manager of the Kansas City Division of Foley-Belsaw.

"Our organization has always directed their efforts toward this goal. More than just starting people in a business, we stick with them to help their business grow with technical assistance, supplies and even advanced training. We are proud of our graduates and they are proud of the recognition they receive as Foley-Belsaw graduates."

Although they are located in Kansas City, Missouri, people trained by Foley-Belsaw never need to leave the comfort of their own home. This is because the institute offers the best known correspondence course in locksmithing. The course features lots of hands-on training and students are exposed to the mechanics of the trade as well as the theory.

The students receive a total of 65 lessons by time the entire locksmith study course is completed. These lessons range from the basics of the craft to high security locks, burglar

alarm systems as well as safe and vault locks.

Tim Compton, Director of Training, explains the different type of people who study locksmithing. He said, "People take the course for a variety of reasons. There are quite a few locksmith shops that are expanding, and many of them send us their new employees for training. If a locksmith is looking to expand, they know Foley-Belsaw is a good place to train future employees."

Tim also offered more information on the subjects of the course itself. "We start out with the basics," he said, adding, "from that we build a foundation. By the time an individual has completed the course, he has had good hands-on experience like he will have in the field. It's very typical of what he will experience later on."

Hands-on training is well explained by Chris Christman, chief locksmith instructor who noted, "We give them a course that takes a student through the basics of locksmithing. The field of locksmithing is a continuous education." Chris also said that hands-on training includes work in impressioning, master keying, lock picking, and key cutting.

Since students were learning the craft through Foley-Belsaw, the need arose for them to be able to provide locksmith tools and equipment. When George Doetzel joined the staff in 1970, only three key blank assortments were offered to the trade. At this time, Foley-Belsaw is one of the largest

stocking locksmith supply distributors in this country. They process small orders as well as large ones.

"We see as many as 100,000 blanks going through here in a month," George said. The wholesale operation is an associate member of the National Locksmith Suppliers Association. They are also an associate member of the Associated Locksmiths of America.

The Foley-Belsaw Institute of locksmithing is dedicated to providing first class, up-to-date training in the craft of locksmithing. Between their course work and the wholesale division, many locksmiths each year come into contact with Foley-Belsaw.

Circle 441 on Rapid Reply

Golden Gate School of Lock Technology

The Golden Gate School of Lock Technology, located in Oakland, California, was founded and established in 1970 by Edwin W.L. Scott, Jr.

Since its opening, the school, with its management and staff, has dedicated its efforts towards providing the finest "hands-on" practical locksmith training. The school also offers resident training in electronic security



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and correspondence training in locksmith business management. The Golden Gate School is licensed by the California State Board of Education and boasts graduates from South America, South Africa, Hawaii, Alaska and Canada, as well as throughout the continental United States.

Ed Scott, also owner and president of the Golden Gate Key and Lock Co., Inc. in Oakland, realized at a point in his career that he could not successfully run a thriving business and thoroughly train his employees. He established the Golden Gate School of Lock Technology in order to extract employees with at least the basics of locksmithing under their belts.

The Golden Gate School of Lock Technology was the first licensed residential locksmith training facility in the country. Many of the short-sighted locksmiths attempted to dissuade Ed Scott from starting the school, but it was established, and became successful.

All students attending the school are thoroughly screened, photographed and registered in school files. Students are also required to be fingerprinted and records checked by the Department of Consumer Affairs for the State of California.

Training is given in all aspects of locksmithing on basic and advanced levels, allowing any business to look upon the graduate as an asset to his company, since he would not have to spare as much time to train employees. The graduates that do start their own business are encouraged by the staff to deal in the locksmith services that the established businesses do not provide.

The Golden Gate School is unique in several ways. The school is completely separate from the locksmith company and is very well equipped and spacious. The teaching technique has been praised by students and graduates from the first class to the most recent are welcome to call or visit the facility at anytime whenever problems in the field arise, when further training is needed (updated information, codes or brush-up training), or seeking employment and advice on purchases or business start-up. Additional instructors are readily available when needed.

Some locksmiths expect the graduates to know as much as they do upon completion of the course, but a business-minded locksmith would look upon them as a part of their business waiting and wanting to grow. The graduates are urged to join the

Locksmith Associations and subscribe to several trade magazines.

The Electronic Security course is taught on a level that is easy to comprehend because of so much "hand-on" training. The subjects include: Basic Electricity; basic electronics; wiring diagrams; running wire; basic residential and auto alarm systems; closed circuit television, and access control systems, as well as troubleshooting, sales and pricing procedures.

Locksmith and electronic security classes are only held twice a year because the school's goal is to train potential employees. The Golden Gate School does not accept grants or G.I. bills, students are accepted more on their willingness to learn and their interest in bettering the industry as well as themselves.

Education is something one can never have enough of, and the graduates are primed to take the knowledge received in the classroom and use it with the aid of employers, locksmith magazines, seminars, conventions and positive attitudes towards themselves and the locksmithing industry.

For more information contact: Golden Gate School of Technology, 3722 San Pablo Ave., Oakland, CA 94608, (415) 654-2677. ■

Circle 442 on Rapid Reply

The Lock and Safe Institute of Technology

Any man or woman interested in entering a recession-proof career can learn the locksmith trade from the experts at the Lock and Safe Institute of Technology, Inc.

"We teach a complete line of locksmithing skills, and we work with our students so as to fit their classes and on-the-job training into their personal schedules," stated Lewis Jonas, director of the Institute in Pompano Beach, Florida.

The students are taught such skills as: changing lock cylinders; repairing cylinders, re-keying cylinders; opening cars; making keys; opening safe locks and other locks; changing safe combinations; installing burglar alarms; and various business techniques.

Lewis and his brother, Howard, founders of the Institute, have trained many master locksmiths who have gone on to start their own businesses. The Jonases taught special education and industrial arts classes in New York schools, worked as professional

locksmiths there for 12 years and in South Florida for the past eight years.

The purpose of the Institute is to provide students with a comprehensive and detailed education in the workings of locks and safes, covering most aspects and phases of locksmithing. The instructors are master locksmiths.

The course of study at the Institute takes 420 hours. In addition to the time in the classroom, students are taken on actual jobs so they can obtain hands-on experience in all types of locksmith work. Students also go into the field to observe and participate in locksmith work.

The school has open-end enrollment in that students can enroll at anytime and work at their own pace. Graduate students have access to a 24-hour help line. The courses are continually updated and seminar mini-courses are offered for practicing locksmiths.

Upon the completion of the course, each student is awarded a certificate and also given a key-cutting machine, a pinning kit, a pick set and other items.

For more information contact The Lock and Safe Institute of Technology, 1650 N. Federal Highway, Pompano Beach, FL 33062, (305) 785-0444. ■

Circle 443 on Rapid Reply

North Bennet Street School

At North Bennet Street School, the classes are small and the classroom training is similar to an apprenticeship. Combining very little lecture classes with a lot of hands-on work, instructor Vic Swanson makes sure students learn the basic skills before they go on to more sophisticated procedures. This method builds confidence and also makes certain that as new skills are added, there is a foundation of basic information to build on.

When Nancy Lints or Pam Rodriguez are asked about their choice of locksmithing as a trade, they say it is the best career move they can imagine. But what really made them choose a career that can be maddeningly detail-oriented, has long work hours and enormous responsibility?

When Pam enrolled in the nine-month course at North Bennet Street School, she was coming out of a career in early childhood development. A veteran of Headstart programs and community

service/neighborhood houses, she was feeling "burned out" and longed to see more tangible results of her work.

As someone who early recognized that she was mechanically skilled, Pam began looking for a trade that would give her the satisfaction she enjoyed whenever she tinkered with the simple machinery she loved to fix. Locksmithing happened to offer the right balance of challenge and contentment.

Similarly, Nancy was looking for a career change, and even though she began training in interior design, it soon became obvious that it was not what she wanted. Like Pam, she had a strong interest in working with her hands and looked for other ways to use her creative skills.

Nancy feels that locksmithing is a creative realistic solution to her desire to work independently and to fulfill her need to see projects completed. The challenge of working with the intricate mechanisms that she faces every day in the classroom, just increases her enthusiasm for the trade.

Similar to other men and women in their class, Nancy and Pam are serving as interns in a lock shop this summer,

using the basic skills they learned at North Bennet Street School, and readying themselves for the more advanced training they will receive in the fall.

For more information contact: Ginny Burnham, North Bennet Street School, 39 North Bennet Street, Boston, MA 02113, (617) 227-0155. ■

Circle 444 on Rapid Reply

NRI Schools

NRI Schools, founded in 1914 as the National Radio Institute, has trained



over a million and a half students for successful careers in technical, vocational and professional fields. NRI's Locksmithing and Electronic Security course was introduced in 1984, and thousands of students have trained for success in locksmithing using this course.

NRI uses training which covers all the most important aspects of locksmithing, including house and apartment locks, automobile locks, and key making. Also included in the training is hands-on experience using professional tools and equipment which includes locks, keys, file set, vise and even a quality Ileo key machine, considered the locksmith's most valuable tool.

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at home, setting their own pace, so there is no need for students to quit their present job while they learn. Studying at home does not mean that NRI students study alone, but instead, they are in a class of one, with NRI's experienced instructors just a letter or a phone call away. NRI students are encouraged to communicate with their instructor regularly throughout the course, and graded lessons ensure that students learn and retain each important locksmithing concept.

Most NRI students chose locksmithing training to prepare for a new career or to be their own boss in their own business. In fact, many students begin making extra part-time income long before they complete their NRI training.

Additionally, NRI at-home training is an ideal way for owners of locksmithing businesses to upgrade their skills of their locksmithing employees, without sacrificing precious time off the job.

As soon as students enroll in NRI's Locksmithing and Electronic Security course, they receive the NRI Achievement Kit. Inside they find their first group of NRI lessons as well as basic keys for hands-on demonstrations, a key catalog, clipboard, security check pad, and much more. New lessons and hands-on materials are sent as students progress throughout the course.

Lessons cover everything from picking a lock to making a key from a manufacturer's code. The following topics are topics covered in NRI's easy-to-follow, step-by-step lessons: Types of locks and keys; key duplication techniques; developing masterkey systems; installation of locksets and rekeying existing locks; safes and vaults; basic electronics; smoke and fire alarms; security and surveillance systems, and suggestions about starting your own business.

NRI is the only locksmithing school accredited by the National Home Study Council (NHSC), which means that NRI has received a full inspection by experts in the field of education and recognized professionals in the field of locksmithing. NRI instructional materials, teaching methods, records, facilities and operations, meet or exceed the high standards set by the NHSC.

NRI training is more than just quality lessons, tools and equipment. It is also people. The Institute employs more than 150 full-time staff members, each contributing to the quality of NRI locksmithing training, and educators, course developers,

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instructors, service staff, editors, illustrators and technical consultants, make the NRI learning experience effective and enjoyable. The Locksmithing and Electronic Security course is conceived, developed, produced, taught and serviced entirely by NRI staff.

For more information contact: Marc Jean-Michel, NRI Information and Guidance Specialist, (202) 244-1600, or NRI School of Locksmithing, McGraw-Hill Continuing Education Center, 4401 Connecticut Ave., NW, Washington, DC 20008. ■

Circle 446 on Rapid Reply

Pine Technical College

Professionalism in the locksmith industry has increased at the same rate as cooperation and education in the trade, with hundreds of classes and seminars offered annually by dozens of associations, manufacturers and distributors. These educational opportunities are vital to the continued health and growth of the locksmith trade, but they don't provide comprehensive, hands-on training for people just entering the field.



Imagine an educational program that could produce new locksmiths with broad technical skills, basic business training, and a responsibility and commitment records. Is this a locksmith's dream? Yes, and it is also a description of the Locksmith Technician Program at Pine Technical College.

Located in east central Minnesota about an hour north of Minneapolis-St. Paul, Pine City is home to the Pine Technical College. Pine Tech is part of

the state higher education system which includes universities, community colleges, and technical colleges, with over 3,000 graduates completing vocational training at Pine Tech since its 1965 opening.

In addition to standard vocational programs, such as Automotive Technology, Accounting and Machining, the school also offers rare or unique classes. Pine Tech is one of only three Gunsmithing programs, the only accredited Taxidermy program, and the only two-year locksmithing program in the country.

The locksmith program began several years ago as a gleam in the eyes of professional locksmiths who recognized the industry's urgent need for formal, comprehensive education. IN 1984, the formation of an Advisory Board whose 16 Minnesota members had over 400 combined years of locksmithing experience was created. Their goal was to decide what curriculum would be best for the industry, the students and employers of the graduates. They debated the issues for two years and developed the program currently at Pine Tech, with minor changes.

The first locksmithing classes began in the fall of 1987 and the first two graduates completed the program in the spring of 1989. Enrollment has increased steadily, and the college now has two certified master locksmiths as instructors and 23 students registered for Fall 1990.

The locksmithing course includes general and business education in addition to technical locksmithing. Theory, application, and practice are also blended to provide understanding of why locks function in a certain way and building confidence about how to deal with lock challenges. As students progress in their studies, they use and expand previous material while they add new information and skills. This method of instruction produces very strong basic skills and a good grasp of advanced concepts.

Students start at the fundamental level with lock and key identification, tool use, lock cylinder theory, and industry standard terminology, and continue with lock pinning, fitting keys to various lock types, hand and machine key duplication, and disassembly/reassembly.

While this happens, students also study related subjects such as basic electricity, blueprint reading, welding and introduction to security. General

education classes are also included with written and oral communication, introduction to computers, and job keeping skills.

At the intermediate level, students study lockset installation, picking, impressioning and car lock servicing. Related classes include small business management, bookkeeping, marketing and business law.

Advanced courses consist of masterkeying, electronic locking systems, high security locks, and system design. The maintenance, opening and repairing safes and six weeks of internships with locksmiths, wholesalers, or contract hardware suppliers are also included.

96 credits (or about 1800 classroom hours) make up the program, translating to six quarters or two nine-month school years for students attending the school full time. Each school year begins in September and concludes at the end of May, and new enrollments are accepted in September, November and March when quarters begin. Classes are usually scheduled Monday-Friday for six or seven hours per day with students normally finding housing and part-time work in the Pine City area.

Financial aid is available, including veteran's benefits, guaranteed student loans, federal grants and scholarships. Future employers have also funded some students in exchange for work commitments, while others have received assistance from worker's compensation retraining programs.

The Pine Technical College locksmithing technician program is dedicated to excellence in locksmithing good of the industry as the whole.

For more information contact: Pine Technical College, 1100 4th Street, Pine City, MN 55063. ■

Circle 447 on Rapid Reply

Valley Technical Institute

You are totally engrossed in your favorite television program when it is interrupted for a commercial break. A 6'4" locksmith bursts onto the screen to the tune of "Jim Dandy" sporting a Superman style cap with a blue and gold "H" emblazoned across his chest. It's Haven Young, owner of Valley Technical Institute, promising to make the world a little bit safer for many. Young's television commercial



displays a humorous side to the not-so-funny problems a locksmith encounters in home and business security.

Humor is just one means which the young entrepreneur uses to get the word out that security is serious business. In developing his three Fresno, California commercial locksmith centers that preceeded development of his teaching institute by nearly 14 years, Young discovered that getting and keeping honest, reliable, well-trained personnel to staff his stores was one of his major concerns.

Knowing that many employers were in similar need, he founded Valley Technical Institute to meet the training demands of employers and

individuals who wished to learn the locksmithing profession. While employer preferences played a major role in the formulation of curriculum and course content, the needs and individual characteristics of the trainee determined teaching methods, course lengths, and the learning pace.

The primary purpose of Haven Young's Valley Technical Institute is to prepare the student for employment in the shortest time possible. To achieve this goal, course content is very structured and training included on-the-job experience. Training is both open-entry and open-exit to allow flexible starting dates and to facilitate job placement. Another reason Young founded the Valley Technical Institute was to insure that he and others would be able to employ the drug-free worker, an extremely important criteria in the security field.

Young states emphatically, "Few institutions that I know of train people the way I would want them trained and provided drug screening. In fact, Valley Technical Institute is the only school that does screen for drugs, that I am aware of. The drug-free trainee is the only one we will accept. Today's society cannot afford otherwise." Drug

screening occurs twice during the five month course. The first test is announced while the second is conducted without notice.

Though one of the fastest growing, hands-on locksmith training centers in the central California region, Valley Technical Institute is unique in its small class size and because it offers a full five months of training. The school occupies approximately 1600 square feet of shop, classroom and office area. Classes are limited to just 12 students.

The locksmithing course has been designed to develop skills needed for entry level positions. The successful graduates can be employed in a booth, locksmith store, service truck or even as an institutional locksmith. The course of instruction is 560 hours of instruction, though not everyone will need this amount of training.

Valley Technical Institute offers four distinctive phases. Classes are open to new students at each phase. In an effort to accommodate both the individual and employer, the school has been designed for students who only want to improve or learn one certain area. Students already have to be in the trade to take a portion of a class.

For more information contact Valley Technical Institute, 5408 N. Blackstone, Fresno, CA 93710, (209) 436-8501. ■

Circle 375 on Rapid Reply

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Customers Are Nuts!

"The customer was complaining about 'that man in the beard who works for you. I could hear Don snarling from the back room.'"



by Sara Probasco

"The amount of ding-bats who come into our shop is directly proportional to the amount of work I have to get out before five," Don mumbled.

"Hey, that's good," I responded. "Who said that?"

"I did. Just now. Didn't you hear me?"

I could tell he was not in a good mood. I couldn't blame him. There had been one crazy thing after another all day.

First, there was the guy from one of the local apartment complexes wanting us to masterpin some new locks to his original. "Original" was hardly the word. The key had been hand-cut, probably by a hack-saw, or a hatchet. The depths were off, the spaces were off, and nothing about it was easy to work from.

Every time he came in, which seemed to be every time we turned around, Don begged him to bring in one of his older locks. We could then cut a properly spaced key to work from in the future.

Every time, he would say, "Yeah, yeah. I'll try to remember to do that one of these days."

After the man had left, Don mumbled. "When people like that claim they don't get what they deserve out of life, they should congratulate themselves."

"I'll get it," I said as the door chime sounded, announcing another one.

"This key won't work in my lock," she prattled. "That man who works for you, the one with the beard..." (I could hear Don snarl from the back room.) "...made it for me yesterday, and it is not any good. I've been fooling with it all morning."

"Do you have the key it was cut by?"

"Yes," she muttered, fishing deep in her oversized handbag. "Here it is."

I tightened her key and the duplicate into the jaws of our key machine and ran it again. The faint whine of the cutting wheel lightly tracing the edges, hinted that the key had been properly cut the first time.

"Does the duplicate slide into your lock easily?" I asked.

"Oh, yes. No problem there."

"But it won't turn?"

"Sure won't."

"How about your old key? Does it work properly in the lock?"

"Heavens, no! That one never has worked. I just keep it hanging on a hook behind the door for a spare. We always used the good one, until I lost it last week."

Don "harrumphed" his irritation from the back room work bench.

I smiled, trying to be patient. "That's the problem then."

"What do you mean, 'problem'?" she asked, her hackles rising. "When I brought my key in, I specifically told that man I needed another one. I told him to be sure it would work because I didn't have time to be running back and forth. He told me it was guaranteed."

"Harrumph!" Don loudly cleared his throat again.

"My lands," the woman said, straining to see through the doorway into the back room. "What is making that strange noise back there?"

"Oh, that!" I kept a straight face. "Our animated security parts manipulator is a bit out of adjustment this morning. Sometimes the pressure builds up, and it has to let off a little steam."

These were not our first interesting customers that day.

The morning began early with a service call. When the phone rang at our home, Don was still trying to find his mouth with his first cup of coffee.

"I've got a lady that needs you to

make a set of car keys for her, down here at Ruby's Lounge. Think you could get to it first thing?"

Agreeing to it, Don left the house in that direction a few minutes later.

The whole story did not reveal itself until he was almost finished making the keys, when the lady reared her head from the back seat.

"Hey! What do you think you're doing in my car," she hollered. "Carl? Carl? Where are you?"

The man who had summoned Don opened the door of the late-model Cadillac in response. "Right here Mable. We're getting you a new set of keys made. He'll be finished in a minute. You just go back to sleep."

Looking sheepishly into Don's startled eyes, he said, "Guess I should have told you she was back there, sleeping it off." He chuckled. "She really drank a lot last night. Her daughter, Bridgett, locked her in the car and took the keys, so she would not try to drive home. The problem is Bridgett kind of disappeared. Nobody seems to know where she went, and there's not another set of keys. I decided Mable would want to get on home, sometime this morning, so I decided to surprise her and call you first thing."

Don looked into Carl's grinning face. "I just have one question," he said.

"What's that?"

"Who's going to pay me? You?"

Carl backed away, his hands up in protest. "Not me. I'm flat broke."

"Well, that's just great!" Don said half jokingly. "You call me out at the crack of dawn to make a set of keys, and when I finally get through, and I'm ready to be paid, I find myself caught between a dead-beat and a drunk."

"Hey, don't worry about it. Mable will take care of you. She's always got money in that big, old purse of hers." Carl opened the back door and slid onto the seat beside Mable. "Mable, honey, wake up and pay the man for making your keys. Mable?"

continued on page 107

More Permit Letters . . .

Here are letters written from both the Pro and Con standpoints on federal registration of locksmiths. You'll find good points on both sides.

As you may have read, ALOA has proposed federal registration of locksmiths to weed out any previously convicted felons. Here are some reader letters we have received on the topic. Most are in agreement with the Editor's July Commentary which branded the permit as a bad idea. However, some good points are here for you to read from both viewpoints.

Locksmiths have been voting in large numbers on this issue. We used the July Rapid Reply card to allow you to vote for or against the federal permit. ALOA has said that they would back off from this idea if their members request them to do so. Voting has been overwhelming AGAINST the permit. But we don't know how many of those votes were from ALOA members. We suggest that ALOA survey its members accordingly.

For The Permit

In reading your commentary in the July issue, tell me you're trying to bait us out here, right? Tell us you are really looking for a response.

Surely, you are not so naive as to believe that some sort of control or means of identification is not long overdue in the field of locksmithing.

Surely you can acknowledge that there is already licensing in the City of New York; locksmiths permit in the state of California; contractors license for jobs over \$300 in the state of California.

Are these not, regardless of how good or bad they may be, a means of identifying and verifying the existence of an individual as a "locksmith."

Does the consuming public deserve an official means of verifying the identity of the locksmith? I suggest they do.

Should the legitimate practitioner be apprehensive about being identified? I suggest not. I am proud to be a locksmith and I have always felt that I was being left out, when

electricians and plumbers had to be licensed, physicians and attorneys examined, even after all their education.

Surely licensing or registration would serve to identify us; screen out most of the "bad apples" and provide the public recourse to removing those who malpractice. After all, that is the means used to get rid of malpractitioners in the medical and legal fields. Are we less important than they are? We, after all gain almost total access to people's homes, businesses, autos and other valuables.

There are numerous cases of malpractice and butchering going on in the name of locksmithing. It is simply a crime that more do not come to prominent attention.

I would hope that you will come of the cynical age of negativism that has permeated the craft, regarding regulation, and begin to find the good that can be accomplished with positive controls that will enhance our stature.

Gerald Connelly Jr.

Pennsylvania

Editor's Note: Jerry, it is you who has missed the point! Nowhere in the proposed registration is there any mechanism to protect the public from malpracticing locksmiths or 'butchery.' The proposal would theoretically prevent convicted felons from holding a permit. I say 'theoretically' because I don't think the federal government can do this job for us.

I'm writing in regard to your Commentary in the July issue of *The National Locksmith*. I think you missed the point completely. The proposed legislation that ALOA wishes to introduce, as you so state, would prohibit convicted felons from practicing locksmithing. It has nothing to do with "butchers who do shameful work or charge high prices" or those locksmiths that have no prior

criminal record but commit some dishonest act at some future time. So your analogy to a few crooked doctors who go to jail for Medicare fraud or drug abuse is totally irrelevant.

It may be too soon to determine just what this legislation will do, but I would hope that it will help prevent a convicted burglar from obtaining employment from some legitimate and unsuspecting locksmith. I have personal knowledge of two instances where convicted burglars, one was one parole, went to work for a locksmith. In each instance the locksmith was unaware, until it was too late, that the person he had hired was a convicted felon.

Although there are many jurisdictions that require a locksmith to have a police permit, there are more that don't. I think it's intolerable that a convicted burglar, just out of prison, can legally operate as a locksmith in any area of the country.

I'm really surprised at your position on this proposed legislation. But I also think that your trouble is that you can't distinguish between "bad apples" and convicted felons (oranges).

Ed Willis
California

Against The Permit

I am a locksmith that works for a municipal government. We are faced by many instances of contractors fleecing the public. I investigate these claims for the municipality. The tools of local government are simple and effective. We do not need any new legislation.

The public also has access to existing protection under the law. They have the Consumer Protection Bureau and the local court system. A federal permit will not weed out any troublemakers in any profession. They will always be there no matter what we do.

All the extra taxes that are placed on the business person will only hurt in the pocket. And the bad guys will be there anyway.

Harry Goldman
Pennsylvania

Your July Commentary is the most serious and to-the-point discussion I have read in a long time. Every word you said is true. The Bureau of Alcohol, Tobacco and Firearms are just gloating to get their grubby mitts on the locksmith trade after their sorry performance in the firearms field.

People had damn well better awaken to the monstrosity they are leading us into before it is too late. Don't give the government control over yet another sensitive industry.

Jack Stewart
Kansas

The idea of a Federal permit for locksmiths stinks. I feel this would try to force us to belong to an association or work for a shop which does. While I have nothing against an association such as ALOA, I am against this proposal.

I am a part-time locksmith attempting to go full-time. Everything I make is poured into my business. I am now wrapping up a Lockmasters course in safes. As Robert Sieveking says in his article, this country was built on free enterprise. If you are a bozo, people will find out.

What I do suggest is that the shop start looking at the way they handle their customer relations. I live within 10 miles of five shops. A lot of my business is from people who come to me because I sell what they want, and not what I have left on my truck. I say "thank you" to each and every customer.

So instead of blaming everyone else for not getting repeat business, look at the way you handle your customers.

John Smith
Minnesota

Your recent editorial about licensing by the Federal Government makes me sad at the way this country is heading. I am 72 years old and I have the wisdom only the older generation is able to see. There are people in this country today that are doing their best to take away our freedom through legislation that they feel will make it nice for themselves at the expense of others and to make it as tough as possible on the younger generation,

from being able to get any where unless they are rich by inheritance. Thus the rich get richer and the poor get poorer with no freedom to choose to try and better themselves.

In World War II, I flew the ocean between Miami and Africa because I hated what Hitler stood for. Today we have almost the mirror image of Communist Russia do to the gradual erosion of our freedom via self-serving Lobbys and their legislations.

Wake up locksmiths and don't throw away your freedom for an ego trip and fancy letters which won't put a dime in your pockets but you will be paying out, that's for sure. I am retired now and my eyesight is failing, but no one ever complained about my work as a professional locksmith.

Eugene Wilbur
Florida

No, no, no, no, a thousand times no to federal regulation or registration of locksmiths. I am a professional certified public locksmith, and in response to the July 1990 use of *The National Locksmith*, I strongly disagree with ALOA's proposed federal registration of locksmiths. I disagree on two major areas.

First of all, I am a small business owner/operator. Government intervention at all levels is almost enough to put me out of business. City taxes, city licenses, city zoning laws all dictate where and how I conduct business. State retail taxes, state commerce department, and if you have employees, the state employment office all have a say in your business. Insurance requirements, for the shop and employees all have an influence.

And don't forget the federal government with all the taxes due them and licensing regulations as a business that are required before you even open your shop. Just think of all the time and money required to comply with all these laws and you wonder when do I have time to be a locksmith.

Now ALOA wants to introduce even more legislation. It is a bad idea and can only lead to more government mismanagement and abuse to the independent honest business person.

The second area is directly related to the locksmith. You want to register locksmiths to aide in eliminating a bad element within our trade. If you do that then I ask you this question: What about the police, tow truck drivers, hardware stores and repossession services and possible hundreds of others that perform

locksmith service work? Will they be prohibited from opening cars and rekeying locks and other locksmith work or will they be excluded from such a law? I come across so many people every day that are not qualified to open and service locks, yet they do. How does this law affect them?

The general public is not aware of the scope and nature of the professional locksmith craftsman. We are a highly skilled and trained people, or at least we should be. Federal regulation should be the last and least desired step in policing our ranks.

May I offer you a much better solution to this problem? First of all require all locksmiths or potential locksmiths to be certified. This can be accomplished in two ways. One is to work for a certified locksmith and have a training and testing period. The second would be to attend a fine school such as Foley-Belsaw or any of the many other schools available to receive training and testing. This I feel will result in uniform standards and trade practices throughout the industry.

A second suggestion is to require locksmith wholesalers and suppliers to sell only to qualified certified locksmiths. Let's keep our tools to ourselves to protect them and safeguard their use by only qualified personnel.

Lastly, it is part of my job as a professional locksmith to inform and educate the public regarding the scope of my job. To sell and inform the public of his security needs and to those needs in a professional manner. The police in my city do not open cars. In the years that I have been a locksmith, I have talked to judges, court clerks and the police themselves, not formally, mind you, but just by doing my job. They all know that when they call I will be there when they need me. I am on the Emergency 911 list, police and emergency call me first before calling someone else or do it themselves for professional locks service. This also applies to several motor clubs such as AAA, Allstate and Amaco.

What I am trying to say is this, look like a professional, act like one and be trained like one and with a lot of hard work, you will be a professional certified public locksmith. One that is proud of his craft and who doesn't need any more government intervention. I will gladly accept professional support and assistance

continued on page 107

For Men Only

"One of the reasons that locksmithing always appealed to me was because it is a very masculine type of work. But now I'm worried."



by Joseph Locke

I've always felt that behind every successful sink was a woman. I am one of an endangered species of insensitive males who believe that men are men and women are women. John Wayne said it best, "I believe a woman should be able to do whatever she wants, as long as she has my supper ready when I get home."

One of the reasons locksmithing was so appealing to me was because it is a very masculine type of work. Not too many interior decorators become locksmiths or vice versa. The knight (a locksmith) in shining armor (a blue shirt with his company name) raises his shimmering sword (a slim jim) and slays the fire-breathing dragon (unlocks a running Yugo) and rescues the princess (gets paid by an ungrateful customer). How manly can you get.

Lately, however, I have noticed a few females have been battering at this most sacred of male bastions, second only to the "Green Berets." I had accepted it as part of a mandatory quota, a sort of "effeminate action" program. It seems to be getting worse instead of better, and I am hoping that President Bush appoints a woman to the Supreme Court, so there will be one less female trying to become a locksmith.

There is a chance that a female may actually read this article, so before she starts calling me a male chauvinistic pig, I would like to point out that the University of Helsinki (Iowa campus) did an in-depth study and discovered that male pigs were decidedly superior to female pigs.

Meanwhile, back at the ranch...I

decided to go fishing (a very manly form of recreation) for a week in Canada with three other manly types (tool and die maker, pipe fitter, and sheet metal fabricator). I left with a heavy heart, knowing that my poor female wife would be all alone and having to tell my despairing customers that they would either have to wait until my return or would have to be subjected to the dubious abilities of my competitors.

The fishing was great, but every time I pulled in a snarling pike, it reminded me of the customers that thought my work was "too easy for the money." As I watched an eagle catching fish on the wing, I would think of my regular customers, looking longingly at their calendars, counting the hours until I came back to rescue them from their sundry emergencies.

I could not stand the guilt any longer, and told the other "MEN" that part of being a man was a responsibility to the "not so" manly. We headed home, and with every deer carcass we drove past, I realized my selfishness in taking a vacation with so many people depending on my manliness. I arrived home with some trepidation, knowing I would have to catch up on a week's worth of work. I came through the door, and the first thing I looked at was my appointment book, and to my surprise, the calls

that came in while I was gone were all crossed out, showing they were completed. I was scratching my head to make sense of it (we MEN do that when we think) when my wife came downstairs.

To my horror, she was wearing a locksmith shirt with "Barb" on it, and she had picks and screwdrivers in the pockets, just like MY shirts.

The next thing I remembered was her pouring water on my head, trying to revive me.

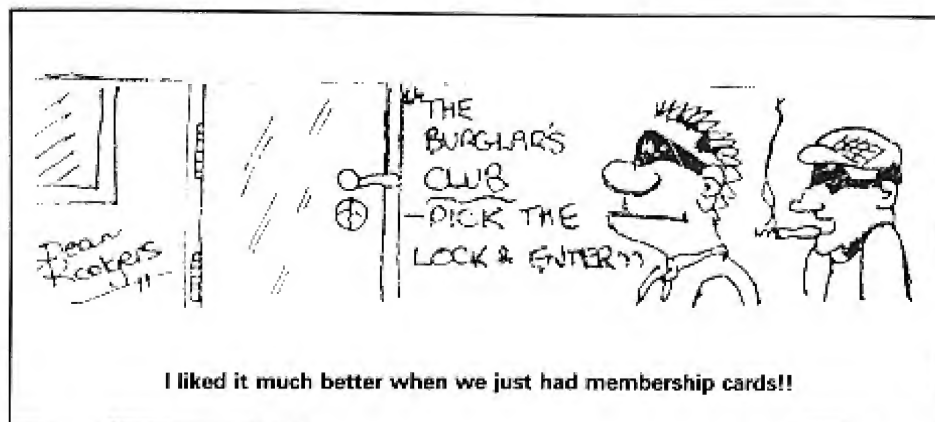
"What does this mean?" I gasped.

"Well," she boasted, "I got tired of sitting around the house, so I decided to run some calls."

"But...But...You're a GIRL!" I stuttered.

"The customers didn't care," she said. "And I made more money in one week than you did in two."

I told the recruiting sergeant that I was younger than I really was, that I was not afraid of mice or spiders, and that "Rambo: First and Second Blood" were my favorite movies. I thought I was all set, that I would finally have a profession that was without a doubt "For Men Only." I was ready to face death and be buried with the Stars and Stripes covering my mortal remains, when I received notification that I was not accepted in the "Green Berets." Seems I shouldn't have mentioned my teddy bear... ■



New Airbag Info

"Airbags can be quickly and safely disabled by disconnecting the battery cables. But in some models there is a waiting time after doing so."

Airbags have been the subject of controversy for many years. However, it has been pretty well determined that they are an important life saving device. Therefore, more and more vehicles will be equipped with airbags. Eventually, all cars will have them.

Thus it is interesting to note that the airbags have been causing a lot of anxiety on the parts of locksmiths as well as rescue personnel. Paramedics are sometimes afraid of deploying the bags, as are locksmiths working on the steering columns.

Parke Reeves of Utah has sent us an interesting article which contains much valuable information on airbags. We are summarizing it here for your interest and your safety. Airbags are like anything else. Once you know how to work on them, they are not to be feared.

The U.S. Department of Transportation and auto safety experts agree that air bags can be disabled quickly and simply by disconnecting the battery cables. But in some models, there is a waiting period between the time the cables are disconnected and the time when it is safe to remove the steering wheel. It is important to follow correct procedures at all times because accidental deployment of the airbag could cause injury.

Remember to wait the proscribed amount of time after cutting the power. If the wait is long, charge accordingly. Here is a list of cars featuring airbags along with the manufacturers' recommended waiting time between cutting the power and removing the wheel:

Here is a listing of which cars feature airbags as of model year 1990:

BMW (driver) all models; Chrysler (driver) all models; Chrysler/Dodge Daytona, Dynasty, Omni, Shadow and Sprint (driver); Chrysler/Plymouth Acclaim, Horizon and Sundance (driver); Ford Crown Victoria, Mustang and Taurus (driver); Ford Tempo (driver, optional).

Lincoln Continental and Town car (driver and passenger); Lincoln Mark VII (driver); Ford/Mercury Grand Marquis and Sable (driver); Ford/Mercury Topaz (driver, optional).

GM/Buick Riviera/Reaua (driver); Cadillac, all models except Brougham (driver); GM/Chevrolet Camaro and Corvette (driver); GM/Geo Storm; Metro (driver on convertible only); GM/Oldsmobile 98 Regency and 88 Royale (driver, optional); Toronado and Trofeo (driver); GM/Pontiac Firebird (driver).

Acura Legend (driver); Isuzu, all models (driver); Jaguar X15 (driver); Mazda Miata convertible and RX-7 convertible (driver); Mercedes-Benz 420 SEL and 560 SEL (driver and passenger); Mercedes, all other models (driver); Mitsubishi Sigma (driver).

Nissan Pulsar NX (driver); Nissan/Infiniti, all models (driver); Porsche, all models (driver and passenger); Saab, all models (driver); Toyota Celica and Supra (driver); Toyota Lexus, all models (driver); Volkswagon Cabriolet convertible (driver); Volkswagon/Audi, all models (driver).

Airbags need not baffle you. Just be sure to follow all safety procedures correctly.

Deactivation time for undeployed airbags

Auto	Time	Auto	Time
Acura	15 seconds	Mitsubishi	30 seconds
Bentley	30 minutes	Nissan	10 minutes
BMW	20 minutes	Porsche	10 minutes
Chrysler	9.5 minutes	Rolls Royce	30 minutes
Ford	See below*	Saab	20 minutes
GM	10 minutes	Toyota	20 seconds
Isuzu	10 minutes	Volvo	10 seconds
Lexus	20 seconds	VW (Audi)	10 seconds
Mazda	10 minutes	VW (Cabriolet)	10 minutes
Mercedes	1 second		

*Model year 1985-89-0; Model year 1990-15 minutes; Model year 1991-1 minute if positive

battery cable is shorted to ground, 15 minutes if not shorted out.

Source: U.S. Department of Safety

Shop Talk

Helpful Questions and Answers

Shop Talk answers readers questions on any locksmith related topic. Only letters judged to be of general interest will be published. We regret that we cannot answer individual letters. Because of the volume of mail, only those questions answered in the magazine will receive answers. Send your locksmith questions to Shop Talk: The National Locksmith, 1533 Burgundy Parkway, Streamwood, IL 60107.

Q: I am writing to you again, with a problem which I have been unable to solve. Maybe you or one of your readers can help. I have doing business with a local bank and was recently called to open a safe deposit box. I was unable to pick it, so I drilled it out to open it. The problem is that I can't find any replacement locks for these boxes, which incidentally say

'MADE IN JAPAN' on the back of them. There are two keys needed to open the box, the customer's key and a bank guard key. I have found blanks for them, Ilco SY3, and also have the name of the box, Security Safe Deposit Box Co., but I can't find any listing for this company. If you or one of your readers know of this company or where I can get parts for these boxes, I would appreciate the help. This is a good account and I don't want to lose it because I couldn't get locks for them.

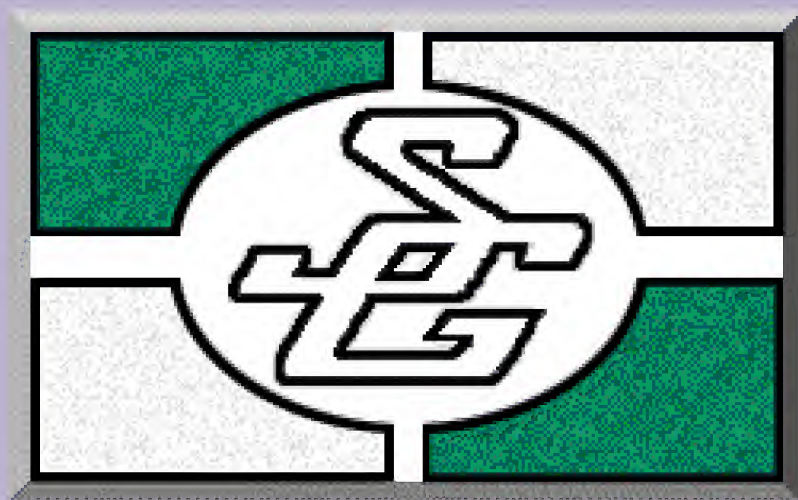
*Ron Nayda
New Jersey*

This answer, is addressed to a number of 'Where-can-I-find-a?' and 'Wha-do-I-do-know?' letters that I have been struggling to answer for the last

few months. Though your name may not appear under this question, I respectfully submit these suggestions, as a blanket 'Go-and-Do.' Now, 'Liss'un-up-pilgrim,' this is important stuff.

A: "Thou shalt not drill, hammer or otherwise destroy that which you cannot easily replace, fabricate or substitute." Nowhere is this rule more important than in the safe deposit box servicing business. Though, after reading your question, I am sure that there are very few locksmiths that can honestly say that they have never been in a similar situation.

It has been my experience, that if you follow a few simple rules, you can find almost everything.



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The first and most obvious trail you may follow is a name found on the item. The following methods may find a lead.

1) Look for a label or engraved metal serial number tag on the "nest." An item that size will have a manufacturer's (or distributors) label somewhere. If you find a label with a city name or address, get to a phone and let directory assistance put you in touch with the manufacturer.

2) You state in your letter, that you believe the nest was manufactured by "Security Safe Deposit Box Co." you

can follow this name in a number of ways. There must be a hundred lock companies that have used the word security to lend credibility to their company.

Trade publications-check the year end trade directories of the major locksmith trade publications.

Associations-If you regularly service deposit box locks, you should consider joining SAVTA (Safe and Vault Technicians of America). You will find information specific to the depository vault industry that could be helpful. A help line is available to assist members with specific problems associated with service and parts availability.

Library Research-Go to your public library. The business section of most major libraries will help you find a manufacturer through the Thomas Register of American Manufacturers. The Thomas Register lists over 100,000 manufacturers, in alphabetical order. It lists over 50,000 products. See also MacRae's Blue Book, which lists well over 50,000 manufacturers in the United States. There are a number of manufacturer and product guides, that are updated annually. If the company is still in business, you will probably find them listed in one or more of the directories.

If the name is not of a manufacturer, you may be able to find the company that fronted (contracted or private labeled) the item, through Dunn and Bradstreet. Find someone that subscribes and have them request the information for you. I'm sure the bank you are servicing can request this information for you. Ask the business services division of the library for a little help and you will be surprised at the amount of information they can supply.

If the item bears a "trademark," there is a list of registered trade marks that may lead you to an address of at least the trademark owner.

If your research has uncovered a channel of supply that can be used to furnish parts for your locks, your search ends here. Ask the price of the parts before you order. You may find that the company will furnish you with the required locks, but only at greatly inflated prices. Some companies do this to protect their own servicing divisions. They only stay in business by preventing open competition.

If your search has not turned up a reasonably friendly source for your parts, continue.

3) Contact a distributor. Ask them if they can identify the name or steer you to someone that can. The primary source of supply for safe lock and deposit box parts for my shop is Lockmasters. Probably because they advertise in most of the trade journals and have the best and complete catalogue. I am sure there are other sources, but they are the easiest to deal with because the order person is truly knowledgeable about his products. You can spend all day searching for something that he could steer you to in a few minutes. When you find a wholesale distributor that has a phone order person that knows his products, stick with them. Handling phone orders is not a job for the novice or beginner.

4) Catalog research. Catalogs, if they are complete, are a valuable source of substitution and replacement parts. Sadly, the wholesale distributor found this out and now extracts a fee from anyone that would want to do business with him. The catalog, from Lockmasters, is \$10. A small investment to be sure, but information just isn't as free as it used to be. The dimensioned blue prints of the locks shown in the catalog should lead you to a suitable replacement or substitute for your safe deposit locks.

5) Two books that you will find extremely helpful in your search are **The Lockmasters School Safe Deposit Lock Identification Manual** and for combination wheel locks, the **Illustrated Safe and Vault Manual** by Ed Willis. These books will allow you to identify 99 percent of the locks you will run into in the North American market. Though you may have identified the lock in one of these manuals, you still have to find a source. Many of the locks shown in these books are out of production and have been gleaned from the shelves of all but a very few rare shops in the country. Do the terms "rare" and "collectors item" effect the cost of

replacement parts?

6) Ask the bank for the name of the locksmith or company that was servicing the safe deposit boxes before you came along. Contact them for information. It doesn't hurt to ask. I've supplied codes, keys and occasionally even a little service for the other shops in my area. I like to think that being a nice guy is how to play the game. It also makes me think that one day, maybe the favor will be returned. If you cut your competition too badly, they'll let you fry when you make a mistake. (Notice that I said "when" not "if." Nobody is perfect, pal, and we all burn one now and then.) If you treat your competition right, they might give you a hand. Then again, they might get a kick out of seeing you smoke one. Again, it doesn't hurt to ask.

7) Ask the bank where they purchased the safe deposit box nest. Because of the size of the unit and the cost to the bank, they will very possibly be able to point you to the company that sold "Security--" safe deposit boxes. Their P.A. (plant account) inventory should have a "source" code, which will reveal the seller of the item. Banks, factories and most large businesses assign P.A. numbers to everything from the table lamps to the company cars and trucks. The P.A. number will reveal the date of purchase, initial cost and sometimes the source of the item. This allows the company to account for and depreciate things for tax purposes. It also allows them to go back to the company they originally bought from, for service or parts.

Without lapsing into a lengthy dissertation on the various methods of opening safe deposit boxes, I would only suggest that you study the boxes and locks to see if there is an alternate method of opening these boxes that would not destroy the locks. 1) Many locks are opened through a small hole in the door, at the location of the fence (renter side). Capture and hold the stiff wire, as they are picked one at a time, from front to back. After all the levers are captured at the fence, simply retract the bolt with a tension wrench. This method will save the lock, but requires the hole in the door to be repaired and the door refinished.

2) Can the hinges be easily replaced? In some cases, the box can be opened by shearing the hinges. This will only require that the hinge be replaced. 3) Various methods of nose pulling will allow you to pick the lock. After the

nose and plug have been removed, the levers may even fall to a point that allows the fence to completely bypass the levers and allow the bolt to be retracted with only a tension wrench. Some locks can be repaired at this point with a new case cover and renters nose keyway or plug.

Always code cut a key to the existing levers of the lock, to avoid introducing new keys into the vault.

Security Safe Deposit Box Corp. changed its name to Security Products Corp. a few years ago. They are located at 1844 West Business Center Drive in Orange, California. Security is a division of Kumahira of Japan, manufacturers of large vault doors, night depository safes and associated equipment. For parts availability, call (714) 532-3081 and ask for Nellie Barker. She can accept your order and direct you to the best distributor in your area for the parts. You will find "Security" depository units in a number of the large hotels (Hilton and Radison). There are only three locks currently used on their units. One is a pin tumbler lock and the others are double nose lever tumbler locks. By ordering the locks direct from the company, you will be able to order them combined to the correct "Guard" key for the institution you are servicing. Pull the renters nose to pick the lock and open the box. Replace the case cover and plug only, cut a key to fit the old lock.

I hope this information helps you out.

Q: Gentlemen, the safe shown in illustration one was installed as the house was built, in 1929. The safe was open when the current owner bought the house, but the previous owners did not have the combination. The current

owner states that the lock was disassembled and the tumblers were laying in the safe. As Paul Harvey says, "And now the rest of the story!"

The current owner said his teenage daughter was playing around with the safe, putting some tumblers on the shaft, closed the door and locked the safe. That was over 20 years ago. He would now like the safe opened with minimal damage to it, and would also like to know its value. Since the tumblers were only placed on the shaft, I was going to try to 'vibrate' them off by rapping the safe or removing the dial and punching the shaft in, since I assume the lock was not completely assembled. However, I deferred, not knowing if there were any relocks I should know about, or even if any are engaged now, making it a futile effort.

I would appreciate any advice and suggestions you could give me on opening this safe.

*Joseph Maruscak
Pennsylvania*

A: Well, according to your drawings and text, you have a York safe with the dial in the middle of the door, with the opening handle a little above the

centerline. This would indicate that the unit is of the diabolical type, probably a large lock with some nasty surprises. York safes were known for their relockers and they made a large number of and types of safes. Yale also made locks for York and Mosler in the early days, so there is no easy way to really know what you are up against, but here are a few ideas of what to and not to do.

When you state that the owner wants it open with minimal damage, you, not the owner, should determine what minimal damage is. You are the professional, not him. Its value, under stairs in the basement, locked, with no combination, is whatever he can get for it. (In reality, probably \$5.)

Does the dial turn? Did you try turning it and counting the wheels? There is so much that can be determined by just turning the dial that makes all measurements useless. Rapping the safe door might help, but removing the dial and punching the spindle, assuming that it is not a punch proof spindle, is not the way to go about it. If you do that, you might really wreck any chance of opening the safe or getting parts to repair the unit. They do not make replacement parts,

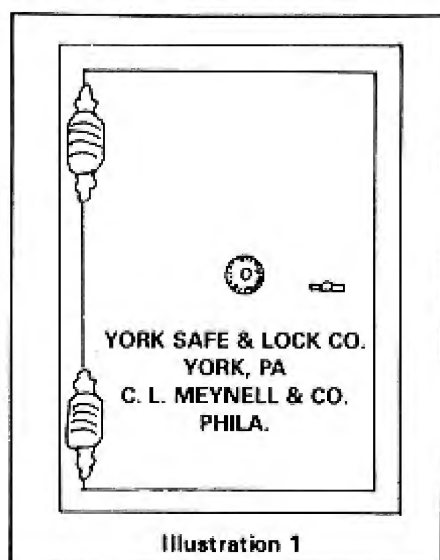


Illustration 1



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dials or spindles for these units.

Odds are that there are relockers, and possibly one is set, or will be with any excessive rapping on the door. All you can do is drill and scope. Get some good reference materials like the National guide to Safe Opening. York was also noted for its use of very good hardplate.

Two new books now available:

ANTIQUE PADLOCKS and
ANTIQUE SAFE OPENING

Letters

Continued from page 8

charge. I am not making a profit but I feel I am gaining a customer following and am promoting locksmiths. At least I pay my bills from what I do get paid.

I do not try to compete with my fellow locksmiths. I try to compete with tow drivers who charge \$30 and the hardware store that charges \$5 for the knob re-key and always has a line of customers waiting for the \$1.89 single sided key. I charge \$1.80.

Maybe no one agrees with me, but I really see no other way to take back our profession from the \$4.25 hour hardware employee and the \$5 commissioned tow driver. Customers want it fast and cheap and they don't care who does it.

Darrin Wicker
California

Technitips

Continued from page 17

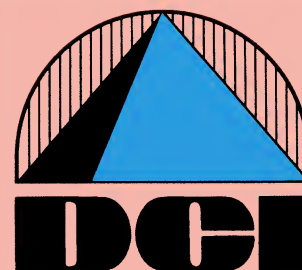
enable one man, even a man with a bad back, to reinstall one of these doors with only minimal effort.

With the door upright and ready to be installed, put a piece of solid rod, about the size of a plug follower, under the door at about the center of the door. Illustration five shows the arrangement of the "rocking roller." By rocking the door on the rod, the height of the hinge butts can be precisely controlled as the door is rolled into position to insert the hinge pins. You can now hold the door in place with



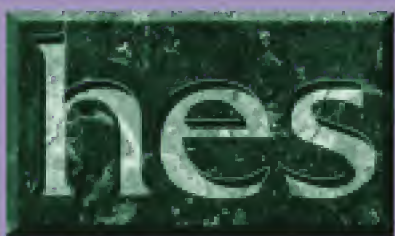
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one hand, as you drop the hinge pins in place, and tap them down.

This Technitip works equally well on doors with "pivot" pin type hinges. Simply rock the door to set it in place on the lower pivot, then fasten the top pivot in place. At no time do you need to "lift" or "strain" to raise or move the door into place.

Charles Riedel
California

Selling Safes

Continued from page 23

an undetected opportunity to sell a safe appears.

Salesperson: "I see you have a computer system. Do you keep records on floppy disks?"

Prospect: "Yes, we do."

Salesperson: "Do you have a fire safe for those records?"

Prospect: "Yes, we put the records in the old safe in the accounting department."

Salesperson: "I think my father put that safe in for your company 30 years ago. Did you know that new floppies start to lose data at 105 degrees farenheit? About half of the businesses that lost their records in a fire never get back in business?"

"It is important for you to safeguard these records from fire, isn't it? This is a picture of a data safe. It would fit right next to the accountant's safe. I could have one installed and get your records out of danger in a week. Would that be good for you?"

Your lock shop sales and take-home profits will increase if you ask the following questions about your prospect's needs. What valuables do you need to protect? What risks are your valuables exposed to? What will it mean to you if they are lost? ■

Tubular Keys

Continued from page 46

In photograph 11 you can see how easy it is to set the depths by simply lining up the index with the desired numbers. Now you are ready to cut that specific depth into the key.

The Pocket Cut-Up tm offers a nice and compact solution for cutting tubular keys in the shop or on the road. Our field tested well. We will keep it along with a supply of blanks in the van. In fact, it will be our main machine for cutting certain keys.

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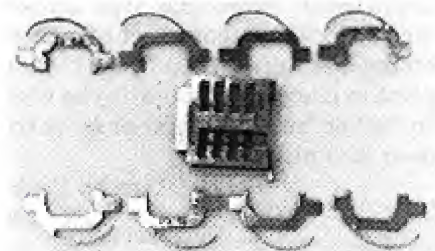
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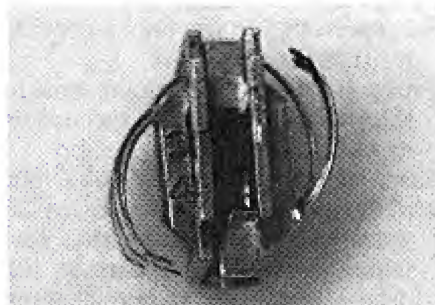
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Lockers

Continued from page 54



13. The LCA torsion tumbler locks are adapted from Schlage wafer locks. numbered for change and master key loaded into the cage in the proper change key and master key order. (See photograph 14.) This assembly fits into the nose plug and operates from the double-sided key. (See photograph 15.)

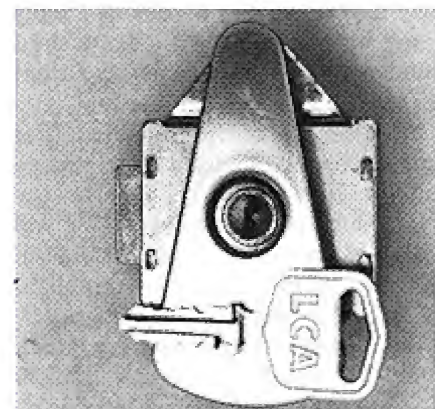


14. Eight tumblers are loaded into the cage.



15. The tumblers operate from the double-sided key.

Note that the LCA tumblers are singularly different in that each tumbler has its own built-in spring. The proper combination is loaded, and the cage and the nose assembly slides into the cylinder body which is



16. Additional LCA models.

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inserted into the lock body and the cover plate attached.

For additional locker room security, LCA manufactures the model 6000-7000 series which features a patented "seal-on" face plate. (See photograph 16.)

All of the locks manufactured by LCA, cam drawer with the exception of the flat steel multi-lever locker locks, utilize the torsion tumblers and the grooved keyway.

For more information contact: Hollman, Inc., 3601 B So. Broadway, Edmond, OK 73013, (800) 433-3630, Cliff Cowan, The Lock Corporation of America, 6301 West Mill Road, Milwaukee, WI 53218, (414) 353-3600, Ron Levin. ■

Customers

Continued from page 90

Mable said "Mmmph!" and rolled over.

"Mable, where's your purse?" Carl leaned an ear close to her lips, trying to hear what she mumbled.

"Mmmph, brrgt wahhblt," she muttered.

"Who?"

"Brrgt," she repeated, pushing him away.

Carl sat up, his face a little pale around his sickly grin. "No wonder," he said.

"No wonder what? What did she say?"

"You know Bridgett, the daughter who took Mable's keys?"

"Yeah. You mentioned her."

Well, it seems she took the purse too."

I was already at the shop when Don stormed in. I knew better then to ask any questions.

After a while, he announced from the work bench, "You know how we keep hearing about a moneyless society on the horizon? Well, I just ran into a couple of folks who are way ahead of their time." ■

Letter Responses

Continued from page 94

from my fellow locksmiths to better our trade.

Thank you for hearing my side of the story.

Peter Nahodyl C.P.L.

Virginia

Editor's Note: Peter, I was really liking your letter, until you started proposing measures even more intrusive than ALOA's. Let free enterprise sort it all out!



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